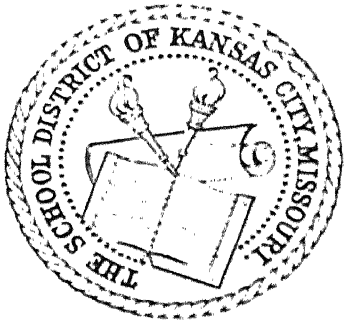
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THE INDUSTRIAL ARTS INDEX

FIFTH TWO-YEAR CUMULATION

[FIFTEENTH ANNUAL VOLUME]

1926-1927

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

WITH A LIST OF IMPORTANT TECHNICAL SOCIETIES

EDITED BY
MARION E. POTTER, LOUISE D. TEICH
ANNE E. HARWOOD, MARIAN I. LORD

NEW YORK
THE H. W. WILSON COMPANY
1928

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PREFACE

THIS volume completes the fifteenth year of the Industrial Arts Index. From 1913 to 1917 annual volumes were published. Beginning with the volume for 1917-1918, two-year cumulations have been published in the even years and annual volumes in the odd years. This two-year cumulation, the fifth, covers approximately the calendar years 1926 and 1927 and includes the periodical references and the 3833 book titles that have appeared in the current numbers of the Index during that period. There have been few changes in the list of magazines indexed. Railway Review and Paper have discontinued publication. Sanitary and Heating Engineering has been dropped from the list, having become less technical in character. The following periodicals have been added: Advertising and Selling, Architecture, Bell System Technical Journal, Business, Canadian Mining Journal, Journal of the American Society for Steel Treating, Proceedings of the Institution of Mechanical Engineers, Trust Companies, and Zeitschrift für Angewandte Chemie.

For faithful service contributed in the compilation of this volume acknowledgement should be made to Florence Plimpton, Catherine Murdoch, Charlotte Trilling and Jessie Van Strander.

M. E. P.

Technical Societies

The following list is compiled by Anne E. Harwood from information furnished by secretaries of the societies and from notices found in the periodicals indexed in the Industrial Arts Index for 1927.

Advertising affiliation
Sec. J. Jay Fuller, Delaware Ave., Buffalo, N.Y.

Advertising commission
Sec. Robert A. Warsel, 420 Lexington Ave., New York

Aerial league of America
Sec. 280 Madison Ave., New York

Aeronautical chamber of commerce of America, inc.
Asst. Sec. Owen A. Shannon, 300 Madison Ave., New York

Agricultural publishers' association
Exec.-Sec. V. F. Hayden, 33 S. Clark St., Chicago

Air brake association
Sec. T. L. Burton, 165 Broadway, New York

American academy of arts and sciences
Corr.-Sec. Robert P. Bigelow, 28 Newbury Street, Boston

American acceptance council
Sec. Robert H. Bean, 120 Broadway, New York

American arbitration association
Sec. J. Noble Braden, Room 1105, 342 Madison Ave., New York

American asphalt association
Sec. E. A. Mallery, 919 Wainright Bldg., St. Louis, Mo.

American association for labor legislation
Sec. Dr. John B. Andrews, 131 E. 23rd St., New York

American association for the advancement of science
Sec. Dr. Burton E. Livingston, Smithsonian Institution Bldg., Washington, D.C.

American association of advertising agencies
Sec. James O'Shaughnessy, 247 Park Ave., New York

American association of cereal chemists
Sec. R. K. Durham, 605 Huntzinger Bldg., Kansas City, Mo.

American association of engineers
Sec. Miss M. E. McIver, 63 E. Adams St., Chicago

American association of ice and refrigeration
Now the American institute of refrigeration

American association of industrial physicians and surgeons
Acting Sec. Volney S. Cheney, c/o Armour & Co.-U.S. Yards, Chicago

American association of museums
Dir. Laurence V. Coleman, Smithsonian Institution, Washington, D.C.

American association of passenger traffic officers
Sec. W. C. Hope, 143 Liberty Street, New York

American association of petroleum geologists
Manager. J. P. D. Hull, Box 1852, Tulsa, Okla.

American association of port authorities
Sec. Tiley S. McChesney, 200 New Orleans Court Building, New Orleans, La.

American association of railroad superintendents
Sec. J. Rothschild, 400 Union Station, St. Louis, Mo.

American association of state highway officials
Exec.-Sec. W. C. Markham, 1222 National Press Bldg., Washington, D.C.

American association of textile chemists and colorists
Sec. Walter E. Hadley, 5 Mountain Ave., Maplewood, N.J.

American association of woolen and worsted manufacturers
Sec.-Treas. J. J. Nevins, 45 E. 17th St., New York

American automobile association
Gen. Mgr. Ernest N. Smith, Pennsylvania Ave. at 17th St., Washington, D.C.

—Motor bus division
Sec. John M. Meighan, Pennsylvania Ave. at 17th St., Washington, D.C.

American bankers' association
Sec. Wm. G. Fitzwilson, 110 E. 42d St., New York

American boiler manufacturers' association
Sec.-Treas. A. C. Baker, 801 Rockefeller Bldg., Cleveland

American bureau of metal statistics
Director. Dr. W. R. Ingalls, 115 Broadway, New York

American bureau of welding
Sec. William Spraragen, 33 W. 39th St., New York

American ceramic society
Sec. Ross C. Purdy, 2525 N. High St., Columbus, Ohio

American chemical society
Sec. Charles L. Parsons, Mills Bldg., 1709 G St., N.W., Washington, D.C.

American civic association
Sec. Miss Harlean James, 901-3 Union Trust Bldg., Washington, D.C.

American community advertising association
Sec. Don E. Mowry, 401 Cantwell Bldg., Madison, Wis.

American concrete institute
Sec. Harvey Whipple, 2970 West Grand Boulevard, Detroit, Mich.

American construction council
Exec.-Sec. Dwight L. Hoopingarner, 28 W. 44th St., New York
Aim is to correlate the efforts of the existing organizations, including architects, contractors, labor, manufacturers, and public utilities, state, and federal officers, for the betterment of the industry

American cotton manufacturers' association
Sec. W. M. McLaurine, 701 Commercial Bldg., Charlotte, N.C.

American dairy science association
Sec. J. M. Sherman, Cornell University, Ithaca, N.Y.

American drug manufacturers' association
Sec. Carson P. Frailey, Albee Bldg., 1426 G St., N.W., Washington, D.C.

American economic association
Sec.-Treas. Frederick S. Deibler, Northwestern University, Evanston, Ill.

American electric railway accountants' association
Sec.-Treas. J. W. Welsh, 292 Madison Ave., New York

American electric railway association
Sec. J. W. Welsh, 292 Madison Ave., New York

American electrochemical society
Sec. Colin G. Fink, Columbia University, New York

American electro-platers' society
Sec. George Gehling, 5001 Edmund St., Philadelphia
Branch societies with names and addresses of secretaries and notices of meetings are published each month in the Brass World

American engineering council
Exec.-Sec. Lawrence W. Wallace, 26 Jackson Place, Washington, D.C.

American engineering standards committee
Sec. Dr. P. G. Agnew, 29 W. 39th St., New York

American face brick association
Sec. R. D. T. Hollowell, Room 2113, 130 North Wells St., Chicago

American federation of arts
Sec. Miss Leila Mechlin, Barr Bldg., Farragut Square, Washington, D.C.

American forestry association
Sec. Ovid M. Butler, Lenox Bldg., 1523 L St., N.W., Washington, D.C.

American foundrymen's association
Sec. C. E. Hoyt, Marquette Bldg., 140 S. Dearborn St., Chicago

American gas association
Managing Dir. Alexander Forward, 420 Lexington Avenue, New York

American gear manufacturers' association
Sec. T. W. Owen, 3608 Euclid Ave., Cleveland

American gold and silver institute
Dir. H. N. Lawrie, Munsey Bldg., Washington, D. C.

American hardware manufacturers' association
Sec. Charles F. Rockwell, 342 Madison Ave., New York

American home magazine publishers, inc. (formerly Mail order publishers association)
Exec.-Sec. L. B. Fisk, 510 N. Dearborn St., Chicago

American institute of accountants
Sec. A. P. Richardson, 135 Cedar St., New York

American institute of actuaries
Sec. E. G. Fassel, 210 E. Wisconsin Ave., Milwaukee, Wis.

American institute of architects
Exec.-Sec. Edward C. Kemper, Octagon House, 1741 New York Ave., N.W., Washington, D.C.

American institute of banking
Sec. Richard W. Hill, 110 E. 42d St., New York

American institute of chemical engineers
Sec. H. C. Parmelee, 10th Ave. at 36th St., New York

American institute of chemists
Sec. L. R. Seidell, 80 Washington St., New York

American institute of consulting engineers, inc.
Sec. Philip W. Henry, 111 Broadway, New York

American institute of electrical engineers
Sec. F. L. Hutchinson, 33 W. 39th St., New York

American institute of laundering, inc.
Sec.-Treas. W. E. Fitch, 115 Van Buren St., Joliet, Ill.
Owned and directed by the Laundryowners national association of the United States and Canada

American institute of mining and metallurgical engineers
Sec. H. Foster Bain, 29 W. 39th St., New York

American institute of quantity surveyors
Sec. F. E. Dischner, 701 Empire Bldg., Detroit

American institute of refrigeration (formerly American association of ice and refrigeration)
Exec.-Sec. Ralph C. Stockell, 160 No. La Salle St., Chicago

American institute of steel construction
Exec.-Director. Charles F. Abbott, 285 Madison Ave., New York

American institute of weights and measures
Sec. W. E. Bullock, 115 Boadway, New York

American iron and steel institute
Sec. E. A. S. Clarke, 75 West St., New York

American iron, steel and heavy hardware association
Now the American steel and heavy hardware association

American leather chemists' association
Sec. H. C. Reed, 143 W. 20th St., New York

American malleable castings association
Now the Malleable iron research institute, inc.

American management association
Managing Dir. W. J. Donald, 20 Vesey St., New York

American manufacturers' association
Pres. Hugh A. Holmes, 2 Rector St., New York

American manufacturers' export association
Sec. Roy G. Owens, Woolworth Bldg., 233 Broadway, New York

American mathematical society
Sec. R. G. D. Richardson, 501 W. 116th St., New York

American merchant marine library association
Sec. Robert F. Hand, 67 Wall St., New York

American meteorological society
Sec. Charles F. Brooks, Clark University, Worcester, Mass.

American mining congress
Sec. James F. Callbreath, Munsey Bldg., Washington, D.C.

American national retail jewelers' association
Sec. A. W. Anderson, 106 E. Wisconsin Ave., Neenah, Wis.

American newspaper publishers association
Gen.-Mgr. L. B. Palmer, 270 Madison Ave., New York

American oil burner association
Sec. Leod D. Becker, 350 Madison Ave., New York

American oil chemists' society
Sec.-Treas. J. C. P. Helm, 705 Tchoupitoulas St., New Orleans, La.

American oil men's association
Sec. James A. Gilmore, 624 S. Michigan Ave., Chicago

American order of steam engineers
Sec. W. S. Wetzler, 6033 Jefferson St., Philadelphia

American paint and varnish manufacturers' association
Sec. G. B. Heckel, 1002-4 Public Ledger Bldg., Philadelphia
This association is a merger of the National varnish manufacturers' association and the Paint manufacturers' association of the United States

American paper and pulp association
Acting Sec. Oliver M. Porter, 18 E. 41st St., New York

American peat society
Sec.-Treas. J. H. Beattie, McLean, Virginia

American petroleum institute
Sec. R. L. Welch, 250 Park Ave., New York

American pharmaceutical association
Sec. E. F. Kelly, 10 West Chase St., Baltimore, Md.

American pharmaceutical manufacturers' association
Sec. John G. Searle, 32 Liberty St., New York

American photo-engravers' association
Sec. Louis Flader, 863 Monadnock Bldg., Chicago

American physical society
Sec. Harold W. Webb, Columbia University, New York

American public health association
Sec. Homer N. Calver, 370 Seventh Ave., New York

American radio relay league, inc.
Sec. K. B. Warner, 1711 Park St., Hartford, Conn.

American railway association
Sec. H. J. Forster, 30 Vesey St., New York
A complete list of the various divisions and sections of the American railway association, and also of all the other important railway associations, with convention dates and secretaries, is to be found in the first number of each month of the Railway Age

American railway bridge and building association
Sec. C. A. Lichty, C. & N.W. Railway, 319 N. Waller Ave., Chicago

American railway development association
Sec. R. G. East, Shelbyville, Indiana

American railway engineering association
Sec. E. H. Fritch, 431 S. Dearborn St., Chicago

American railway tool foremen's association
Sec. G. G. Macina, 11402 Calumet Ave., Chicago

American refractories institute
Sec. Dorothy A. Texter, 2202 Oliver Bldg., Pittsburgh, Pa.

American road builders association
Sec. Ethel A. Birchland, National Press Bldg., Washington, D.C.

American scientific congress
See the Pan American scientific congress

American short line railroad association
Sec. T. F. Whittelsey, 1319 F St., N. W., Washington, D.C.

American silver producers' association
Sec. Henry M. Rives, 210 Reno National Bank Bldg., Reno, Nevada

American society for municipal improvements
Sec. C. W. S. Sammelman, 4359 Lindell Blvd., St. Louis, Mo.

American society for steel treating
Sec. W. H. Eisenman, 7016 Euclid Ave., Cleveland

American society for testing materials
Sec.-Treas. C. L. Warwick, 1315 Spruce St., Philadelphia

American society of agricultural engineers
Sec. Raymond Olney, St. Joseph, Mich.

American society of civil engineers
Sec. George T. Seabury, United Engineering Societies Bldg., 33 W. 39th St., New York

American society of heating and ventilating engineers
Sec. A. V. Hutchinson, 29 W. 39th St., New York

American society of landscape architects
Exec.-Sec. Bradford Williams, 9 Park St., Boston

American society of mechanical engineers
Sec. Calvin W. Rice, 29 W. 39th St., New York

American society of naval engineers
Sec. Lieut. Commander H. B. Hird, Bureau of Engineering, Navy Dept., Washington, D.C.

American society of refrigerating engineers
Sec. David L. Fiske, 37 W. 39th St., New York

American society of sales executives
Sec. C. H. Rohrbach, 90 West St., New York

American society of sanitary engineering
Sec. F. L. Maar, 24 Washington St., Poughkeepsie, N.Y.

American specification institute
Sec. Gardner C. Coughlen, 160 N. LaSalle St., Chicago

American statistical association
Sec. Willford I. King, Room 530, 236 Wooster St., New York

American steel and heavy hardware association
Sec. B. R. Sackett, 505 Arch St., Philadelphia

American supply and machinery manufacturers' association
Sec. Frederick D. Mitchell, 1819 Broadway, New York

American travel development association
Sec. Charles F. Hatfield, 507 Commonwealth Bldg., St. Louis, Mo.

American vocational association
Sec. Z. M. Smith, Room 225, State House, Indianapolis
This association is a merger of the National society for vocational education and the Vocational education association of the Middle West

American warehousemen's association
Sec. Charles L. Criss, 604 Chamber of Commerce Bldg., Pittsburgh

American water works association
Sec. Beekman C. Little, 170 Broadway, New York

American welding society
Sec. Miss M. M. Kelly, 33 W. 39th St., New York

American wholesale coal association
Sec. J. C. Cochran, 729 Woodward Bldg., Washington, D.C.

American wood preservers' association
Sec. H. L. Dawson, 111 West Washington St., Chicago

American zinc institute, inc.
Sec. Stephen S. Tuthill, 27 Cedar St., New York

Army ordnance association
Sec. Chas. R. Baxter, 806 Mills Bldg., 1709 G St., Washington, D.C.

Artistic lighting equipment association
Managing Dir. Granville P. Rogers, 711 Graybar Bldg., 420 Lexington Ave., New York

Asbestos brake lining association
Sec. W. J. Parker, 578 Madison Ave., New York

Asphalt association
Sec. J. E. Pennybacker, 441 Lexington Ave., New York

Associated advertising clubs of the world
Now the International advertising association

Associated business papers, inc.
Sec. F. M. Feiker, 52 Vanderbilt Ave., New York

Associated general contractors of America
Sec. D. H. Sawyer, 1150 Munsey Bldg., Washington, D.C.

Associated manufacturers of electrical supplies
Now merged with the Electric power club and the Electrical manufacturers' council to form the National electrical manufacturers' association

Associated metal lath manufacturers
Commissioner. Wharton Clay, 123 W. Madison St., Chicago

Associated stock exchanges
Sec. Clark C. Wickey, 535 Griswold St., Detroit

Associated traffic clubs of America
Sec. F. A. Doebber, 317 Majestic Bldg., Indianapolis, Ind.

Association of arts and industries
Sec. Norma K. Stahle, 230 E. Ohio St., Chicago

Association of asphalt paving technologists
Sec. Charles A. Mullen, 84 St. Antoine St., Montreal, Quebec

Association of Canadian building and construction industries
Sec. J. Clark Reilly, 44 Central Chambers, 46 Elgin St., Ottawa, Ontario

Association of collegiate schools of architecture
Sec. Prof. Roy Child Jones, Dept. of Architecture, Univ. of Minnesota, Minneapolis

Association of Edison illuminating companies
Sec. Preston S. Millar, Electrical Testing Laboratories, East End Ave. and 80th St., New York

Association of electragists international
Sec. Laurence W. Davis, 15 W. 37th St., New York

Association of governmental labor officials of the United States and Canada
Sec.-Treas. Louise Schutz, Industrial Commission, 612 Bremer Arcade, St. Paul, Minn.

Association of iron and steel electrical engineers
Managing Dir. John F. Kelly, Empire Bldg., Pittsburgh

Association of life insurance presidents
Sec. George T. Wight, 165 Broadway, New York

Association of national advertisers, Inc.
Sec. Arthur H. Ogle, 420 Lexington Ave., New York

Association of natural gasoline manufacturers
Sec. A. V. Bourque, 504B Cosden Bldg., Tulsa, Okla.

Association of official agricultural chemists
Sec.-Treas. Dr. W. W. Skinner, Box 290, Pennsylvania Ave. Station., Washington, D.C.

Association of railway claim agents
Sec. H. D. Morris, District Claim Agent, Northern Pacific Ry., St. Paul, Minn.

Association of railway electrical engineers
Sec.-Treas. Joseph A. Andreucetti, Room 413, C. & N. W. Terminal Station, Chicago

Association of railway executives
Sec. Stanley J. Strong, Transportation Bldg., 17th & H Sts., N.W., Washington, D.C.

Association of railway supply men
Sec. C. F. Weil, American Brake Shoe and Foundry Co., 332 So. Michigan Ave., Chicago

Association of scientific apparatus makers of the United States of America
Now the Scientific apparatus makers of America

Atlantic deeper waterways association
Sec.-Treas. W. E. Bernard, 1405 Widener Bldg., Philadelphia

Automotive associations
A list of automobile shows, foreign as well as American, and of conventions and meetings is published each week in Automotive Industries

Automotive electric association
Manager. Earl Turner, 1365 Ontario St., Cleveland, O.

Automotive equipment association
Commissioner. B. W. Ruark, 35 E. Wacker Drive, Chicago

Automotive manufacturers' association, Inc.
Consolidated with Motor and accessory manufacturers' association

Bankers' association for foreign trade
Sec. F. B. Tedford, Union Trust Co., 7 S. Dearborn St., Chicago

Boston society of civil engineers
Sec. John B. Babcock, 715 Tremont Temple, Boston

Bridge and building supply men's association
Sec. W. D. Waugh, Detroit Graphite Co., St. Louis, Mo.

British iron and steel institute
See the Iron and steel institute

Building officials' conference
Sec.-Treas. John W. Oehmann, 1253 Lawrence St., N.E., Washington, D.C.

Canadian electric railway association
Sec. Eustace Smith, jr., 35 Yonge St., Toronto, Ontario

Canadian electrical association
Sec. H. M. Lyster, Room 712, Power Bldg., Montreal, Quebec

Canadian engineering standards association
Sec. B. Stuart McKenzie, 303 Bryson Bldg., 178 Queen St., Ottawa, Ontario

Canadian gas association
Sec.-Treas. George W. Allen, 7 Astley Ave., Toronto, Ont.

Canadian good roads association
Sec.-Treas. George A. McNamee, 909 New Birks Bldg., Montreal, Que.

Canadian institute of chemistry
Sec. L. E. Westman, 40 Richmond St., West, Toronto, Ontario

Canadian institute of mining and metallurgy
Sec. G. C. Mackenzie, 604 Drummond Bldg., 511 St. Catherine St., West, Montreal, Quebec

Canadian national clay products association
Sec.-Treas. Gordon Keith, 49 Turner Road, Toronto

Canadian pharmaceutical association, Inc.
Sec. R. B. J. Stanbury, 43 Victoria St., Toronto, Ont.

Canadian pulp and paper association
Sec. Edward Beck, 701 Drummond Bldg., 511 St. Catherine St., West, Montreal, Quebec

Canadian railway club
Sec. C. R. Crook, 129 Charron St., Montreal, Quebec

Chamber of commerce of the United States of America
Sec. D. A. Skinner, Chamber of Commerce Bldg., Washington, D.C.

Chemical foundation, Inc.
Sec. Paul Smith, 85 Beaver St., New York

China society of America
Sec. Donald M. Brodie, 19 W. 44th St., New York

City managers' association
Now the International city managers' association

Clay products association
Sec. George C. D. Lenth, 133 W. Washington St., Chicago

Clearwater timber protective association
Sec.-Treas. Theodore Fohl, Orofino, Idaho

Clock manufacturers' association of America
Sec.-Treas. W. S. Hays, 791 Drexel Bldg., Philadelphia

Coal mining institute of America
Sec. H. D. Mason, jr., Box 334, Ebensburg, Pa.

Commercial associations
A list of coming conventions and meetings of commercial associations is published each month in Nation's Business

Committee on the relation of electricity to agriculture
Sec. G. C. Neff, Room 1120, 58 E. Washington St., Chicago

Common brick manufacturers' association of America
Sec. Ralph P. Stoddard, 2121 Guarantee Title Bldg., Cleveland

Compressed air society
Sec. C. H. Rohrbach, 90 West St., New York

Compressed gas manufacturers' association, Inc.
Sec. S. R. Fetherston, 120 W. 42d St., New York

Concrete associations
List of organizations, with names and addresses of secretaries, appears monthly in Concrete

Concrete products association (National)
See National concrete products association

Concrete reinforcing steel institute
Sec. M. A. Beeman, Tribune Tower, Chicago

Conference board of physicians in industry
Sec. James Robertson, 247 Park Ave., New York

Conference of state sanitary engineers
Sec.-Treas. Arthur P. Miller, U. S. Public Health Service, 3 B St., S. E., Washington, D.C.

Cooperative league of the United States of America
Sec. Cedric Long, 167 W. 12th St., New York

Cooperative society of America
Sec. 130 N. Wells St., Chicago

Copper and brass research association
Sec. John F. Gowen, 25 Broadway, New York

Copper exporters, Inc.
Sec.-Dir. John de R. Storey, 25 Broadway, New York

Copper institute
Sec. R. R. Eckert, 25 Broadway, New York

Cost association of the paper industry
Sec. T. J. Burke, 18 E. 41st St., New York

Cotton textile institute, inc.
Sec. George A. Sloan, 320 Broadway, New York

Credit associations
A directory of the branch officers of the National association of credit men is published frequently in Credit Monthly

Direct mail advertising association
Sec. Frank L. Pierce, Room 920, 431 Howard St., Detroit

Drop forge supply association
Sec.-Treas. A. L. Wurster, Drexel Bldg., Philadelphia

Eastern railroad association
Sec. E. N. Bessling, 614 F St., N.W., Washington, D.C.

Electric association
Manager, R. Bourke Corcoran, 30 No. Dearborn St., Chicago

Electric associations
A complete directory of electrical associations with names and addresses of secretaries is published in the first issue of each volume of the Electrical World in January and July

Electric power club
Now merged with the Associated manufacturers of electrical supplies and the Electrical manufacturers' council to form the National electrical manufacturers' association

Electric steel founders' research group
Director. R. A. Bull, 541 Diversey Parkway, Chicago

Electrical manufacturers' council
Now merged with the Electric power club and the Associated manufacturers of electrical supplies to form the National electrical manufacturers' association

Electrical supply jobbers' association
Exec.-Sec. E. Donald Tolles, 165 Broadway, New York

Employing printers' association of America
Sec. Jesse M. Vollmer, 1205 Monadnock Bldg., Chicago

Engineering foundation
Dir. Alfred D. Flinn, 29 W. 39th St., New York

Engineering institute of Canada
Sec. Richard John Durley, 2050 Mansfield St., Montreal, Quebec

Engineers' club of Philadelphia
Sec. Chas. E. Billin, 1317 Spruce St., Philadelphia

Engineers' society of western Pennsylvania
Sec. K. F. Treschow, William Penn Hotel, Pittsburgh

Eye sight conservation council of America, Inc.
Director. Guy A. Henry, Times Bldg., New York

Federated engineers' development corporation
Sec. Harry B. Hunt, 115 Broadway, New York

Federated societies on planning and parks
Exec.-Sec. Miss Harlean James, 904 Union Trust Bldg., Washington, D.C.

Financial advertisers' association
Sec. Preston E. Reed, 231 S. LaSalle St., Chicago

Foundry associations
Foundry association directory, giving names and addresses of presidents and secretaries and time of meetings, is published in semi-monthly numbers of Foundry

Franklin institute of the state of Pennsylvania
Sec. Dr. Howard McClenahan, 15 S. 7th St., Philadelphia

Gas associations
A list of the principal gas associations, with place and date of annual meeting and name and address of secretaries, is published in weekly numbers of Gas Age

Gas products association
Sec. Stuart Plumley, 140 S. Dearborn St., Chicago

Geological society of America
Sec. Charles P. Berkey, Columbia University, New York

Great Lakes protective association
Sec. George A. Marr, Rockefeller Bldg., Cleveland, O.

Gypsum industries
Sec.-Treas. H. H. Macdonald, 844 Rush St., Chicago

Heating and piping contractors' national association
Sec. Henry B. Gombers, 50 Union Square—East, New York

Highway industries association
Pres. Lion Gardiner, P.O. Box 2666, Station "G", Lakewood, Ohio

Highway research board
See the National research council

Hollow building tile association
Sec. (temporary) Edward C. Kerth, 111 W. Washington St., Chicago

Hydraulic society
Sec. C. H. Rohrbach, 90 West St., New York

Ice and refrigeration societies
Notices of national and state associations are published each month in Refrigerating World

Illuminating engineering society
Sec. Lester H. Graves, 29 W. 39th St., New York

Independent oil men of America
Pres. L. V. Nicholas, 624 S. Michigan Ave., Chicago

Institute for government research
Dir. W. F. Willoughby, 26 Jackson Place, Washington, D.C.
An association of citizens for cooperating with public officials in the scientific study of government

Institute of American meat packers
Exec.-Vice Pres. W. W. Woods, 509 S. Wabash Ave., Chicago, Ill.

Institute of economics
Sec. Miss Laura E. Gilman, 26 Jackson Pl., N.W., Washington, D.C.

Institute of marine engineers
Sec. James Adamson, 85/88 The Minories, London, E. 1, England

Institute of radio engineers, inc.
Sec. J. M. Clayton, 33 W. 39th St., New York

Insurance organizations
A complete list of insurance organizations of all kinds, national, state, and local, together with reports of the annual conventions of the more important organizations held during the year, is published in the Spectator December 15, sec 2, 1927

International acetylene association
Sec. A. Cressy Morrison, 30 E. 42d St., New York

International advertising association (formerly Associated advertising clubs of the world)
Sec. Rose Stewart, 420 Lexington Ave., New York

International association of electrical inspectors
Sec., Western section, William S. Boyd, Room 1029, 175 W. Jackson Blvd., Chicago

International association of fire chiefs
Sec. James J. Mulcahey, Fire Dept., Yonkers, N.Y.

International association of ice cream manufacturers
Exec.-Sec. Fred Rasmussen, 423 Telegraph Bldg., Harrisburg, Pa.

International association of industrial accident boards and commissions
Sec.-Treas. Ethelbert Stewart, Bureau of Labor Statistics, 1712 G St., Washington, D.C.

International association of inventors (formerly National association of inventors)
Sec.-Treas. A. C. Clark, 403 Hoge Annex, Seattle, Wash.

International association of master painters and decorators of the United States and Canada
Sec. Carl H. Dabelstein, 156 W. 99th St., New York

International association of municipal electricians
Sec. H. N. Lang, P. O. Box 1864, Orlando, Florida

International association of printing house craftsmen
Sec. L. M. Augustine, 3117 White Ave., Hamilton, Baltimore, Md.

International association of public employment services
Sec. B. C. Seiple, 108 City Hall, Cleveland

International association of street sanitation officials
Sec. A. M. Anderson, 10 S. LaSalle St., Chicago

International bureau of weights and measures
Director. Paris, France

International chamber of commerce
General Sec. Dr Edouard Dolléans, 38, Cours Albert Premier, Paris, France
Manager, American Section, 1615 H St., N.W., Washington, D.C.

International city managers' association
Sec. John G. Stutz, Lawrence, Kansas

International commission on illumination
Asst. Sec. J. W. T. Walsh, National Physical Laboratory, Teddington, Eng.
Pres. U.S. National committee, Clayton H. Sharp, 80th St. and East End Ave., New York
Meetings are held every three years

International conference on large high tension electric systems
Sec.-General. J. Tribot Laspière, 25 Boulevard Malesherbes, Paris, France

International congress of architects
Sec. of the American section, William H. Beers, 333 Fourth Ave., New York

International electrotechnical commission
General Sec. C. le Maistre, 28 Victoria St., Westminster, London, S.W.
International body representing national electrical societies contributing to its support

International federation for housing and town planning
Sec. H. Chapman, 25 Bedford Row, London, W.C. 1, England

International institute of refrigeration
Sec. 9 Carnot Ave., Paris, France
Sec., American section, J. F. Nickerson, 5707 W. Lake St., Chicago

International railroad master blacksmiths' association
Sec. W. J. Mayer, Michigan Central Railroad, Detroit

International railway congress association
Sec. P. Ghilain, 74 rue du Progres, Brussels, Belgium

International railway fuel association
Sec.-Treas. L. G. Plant, Room 516, Railway Exchange, 80 E. Jackson Blvd., Chicago

International railway general foremens association
Sec. William Hall, 1061 W. Wabash St., Winona, Minn.

International standards association
Sec. (temporary) 28 Victoria St., London, England

International street and interurban railway association (Central Europe)
Sec. Dr. Arthur Ertel, Favoritenstrasse 9, Vienna

International tramway, light railway and bus association
Sec. A. de Bacher, 112 Rue du Trône, Brussels

International typographical union
Sec. J. W. Hays, Typographical Terrace, 2820 N. Meridian St., Indianapolis, Ind.

International union of pure and applied chemistry
Pres. Ernst Cohen, Holland
Next meeting to be held in Holland in 1928

International union of steam and operating engineers
Sec.-Treas. David Evans, 6334 Yale Ave., Chicago

Inventors' league of the United States
Pres. George Whigelt, 3 Cedar St., New York

Investment bankers' association of America
Exec.-Sec. Alden H. Little, 105 S. LaSalle St. Chicago

Iron and steel institute
Sec. G. C. Lloyd, 28 Victoria St., London, S.W. 1, England

Lake carriers' association
Sec.-Treas. George A. Marr, Rockefeller Bldg., Cleveland, O.

Laundryowners national association of the United States and Canada
Sec. W. E. Fitch, La Salle, Ill.

Life office management association
Sec. F. L. Rowland, Box 346, Fort Wayne, Ind.

Lighting fixture dealers' society of America
Now the Artistic lighting equipment association

Lincoln highway association
Sec. Gale S. Hoag, General Motors Bldg., Detroit

Linseed association of New York
Sec. T. J. Hastings, 114 Water St., New York

Lithographers national association, inc. (formerly the National association of employing lithographers)
Sec. Maurice Saunders, 104 Fifth Ave., New York

Mail order publishers' association
Now American home magazine publishers, inc.

Malleable iron research institute, inc. (formerly American malleable castings association)
Sec. Robert E. Belt, Union Trust Bldg., Cleveland

Manufacturers' aircraft association
Sec. Chance M. Vought, 300 Madison Ave., New York

Manufacturing chemists' association of the United States
Sec. John I. Tierney, 921 Woodward Bldg., Washington, D.C.

Marine associations
A list of marine societies, giving names and addresses of presidents and secretaries, is published in monthly numbers of Marine Engineering

Master boiler makers' association
Sec. H. D. Vought, 26 Cortlandt St., New York

Mathematical association of America
Sec. W. D. Cairns, Oberlin College, Oberlin, Ohio

Merchants' association of New York
Sec. S. C. Mead, 233 Broadway, New York

Metric association
Sec. Howard Richards, 156 Fifth Ave., New York

Mineralogical society of America
Sec. Prof. Frank R. Van Horn, Case School of Applied Science, Cleveland

Mining and metallurgical society of America
Sec. Percy E. Barbour, 2 Rector St., New York

Mining associations
List of trade associations connected with United States mining industries is published in Engineering and Mining Journal, Jan. 21, 1928, p. 149

Motor and accessory manufacturers' association
Gen. Mgr. M. L. Heminway, 250 W. 57th St., New York

Motor bus associations
A list of state associations together with the names and addresses of secretaries is published in Bus Transportation, February 1928, p. 119

National academy of sciences
Home Sec. David White, Academy Bldg., B & 21st Sts., Washington, D.C.

National advisory committee for aeronautics
Sec. John F. Victory, Navy Bldg., 17th and B Sts., N.W., Washington, D.C.

National aeronautic association
Sec. N. M. Slyer, Barr Bldg., Washington, D.C.

National association of broadcasters, inc.
Managing Dir. L. S. Baker, 1265 Broadway, New York

National association of builders' exchanges
Sec. Earl F. Stokes, 15 E. Fayette St., Baltimore, Md.

National association of building owners and managers
Sec. 134 So. La Salle St., Chicago

National association of certified public accountants
Sec. C. P. Timmons, Room 42, Franklin National Bank Bldg., Washington, D.C.

National association of commercial organization secretaries
Sec.-Treas. A. S. Dudley, Chamber of Commerce, Sacramento, Cal.

National association of cost accountants
Sec. Stuart C. McLeod, 25 W. 43d St., New York

National association of cotton manufacturers
Sec. Russell T. Fisher, 80 Federal St., Boston

National association of credit men
Exec.-Mgr. Stephen I. Miller, 1 Park Ave., New York

National association of dyers and cleaners of the United States and Canada
Sec. Paul C. Trimble, Silver Spring, Md.

National association of electrical inspectors
Exec.-Sec. T. H. Day, 59 Deerfield Ave., Hartford, Conn.

National association of employing lithographers
Now the Lithographers' national association, inc.

National association of engine and boat manufacturers
Sec. Ira Hand, 420 Lexington Ave., New York

National association of farm equipment manufacturers
Sec. H. J. Sameit, 608 S. Dearborn St., Chicago

National association of finance companies
Sec. C. C. Hanch, 33 S. Clark St., Chicago

National association of foremen
Sec. Edward H. Tingley, 1249 U. B. Bldg., Dayton, Ohio

National association of ice industries
Sec. Leslie C. Smith, 163 W. Washington St., Chicago

National association of inventors
Now the International association of inventors

National association of lighting equipment dealers
Merged with the Artistic lighting equipment association

National association of manufacturers of heating and cooking appliances (formerly National association of stove manufacturers)
Sec. Allen W. Williams, 174 E. Long St., Columbus, O.

National association of manufacturers of the United States of America
Sec. George S. Boudinot, 50 Church St., New York

National association of marble dealers
Sec. Victor Masel, 721 Rockefeller Bldg., Cleveland

National association of master plumbers
Sec. Frank F. Schimpf, 6 South Pearl St., Albany, N.Y.

National association of music merchants
Exec.-Sec. Delbert L. Loomis, 45 W. 45th St., New York

National association of mutual savings banks
Sec. John W. Sandstedt, 11 E. 36th St., New York

National association of office managers
Sec. F. L. Rowland, Box 346, Fort Wayne, Ind.

National association of power engineers
Sec. Frederick A. Raven, 417 S. Dearborn St., Chicago

National association of practical refrigerating engineers
Sec. Edward H. Fox, 5707 West Lake St., Chicago

National association of purchasing agents
Sec. W. L. Chandler, 11 Park Place, New York

National association of railroad and utilities commissioners
Sec. James B. Walker, 270 Madison Ave., New York

National association of railroad tie producers
Sec. E. A. Morse, 1252 Syndicate Trust Bldg., St. Louis, Mo.

National association of real estate boards
Sec. Herbert U. Nelson, 310 S. Michigan Ave., Chicago

National association of securities commissioners
Sec. R. E. McNellis, Memorial Bldg., Nashville, Tenn.

National association of sheet and tin plate manufacturers
Sec.-Treas. W. W. Lower, 421 Oliver Bldg., Pittsburgh

National association of sheet metal contractors
Sec. W. C. Markle, 336 Fourth Ave., Pittsburgh

National association of stove manufacturers
Now the National association of manufacturers of heating and cooking appliances

National association of trade association executives
Exec.-Sec. Miss Margaret R. Rourke, 50 E. 42d St., New York

National association of waste material dealers
Sec. Charles M. Haskins, Times Bldg., New York

National association of wool manufacturers
Sec. Walter Humphreys, 80 Federal St., Boston

National automobile chamber of commerce
Gen. Mgr. Alfred Reeves, 366 Madison Ave., New York

National automobile dealers' association
Sec.-Gen. Mgr. C. A. Vane, 63 E. 35th St., Chicago

National automotive parts association
Sec. Chas. H. Davis, 611 Capitol Bldg., Detroit, Mich.

National battery manufacturers association
Sec. W. J. Parker, 578 Madison Ave., New York

National better business bureau, inc.
Managing Dir. Edward L. Greene, 383 Madison Ave., New York

National board of boiler and pressure vessel inspectors
Sec. Sumner Ballard, 80 Maiden Lane, New York

National board of fire underwriters
Gen.-Mgr. W. E. Mallalieu, 85 John St., New York

National brick manufacturers' association
Sec. Douglas F. Stevens, Danville, Ill.

National bureau of economic research, inc.
Exec.-Sec. G. R. Stahl, 474 W. 24th St., New York

National canners association
Sec. Frank E. Gorrell, 1739 H St., N.W., Washington, D.C.

National civic federation
Sec., Executive council. Mrs. Gertrude B. Easley, Metropolitan Bldg., New York

National clay products industries association
Sec. H. A. Jung, Room 1007, 133 W. Washington St., Chicago

National coal association
Exec.-Sec. Harry L. Gandy, Southern Bldg., Washington, D.C.

National concrete products association
Sec. Austin Crabbs, Box 343, Davenport, Iowa

National conferences of business paper editors
Sec.-Treas. D. L. Shaner, c/o Iron Trade Review, 1213 W. 3rd St., Cleveland

National conference on city planning
Sec. Flavel Shurtleff, 130 E. 22d St., New York

National conference on pharmaceutical research
Sec. John C. Krantz, jr., 307 W. Pratt St., Baltimore, Md.

National conference on state parks
Sec. Beatrice M. Ward, 905 Union Trust Bldg., Washington, D.C.

National conference on street and highway safety
Sec. A. L. Cucher, U.S. Dept. of Commerce, Washington, D.C.

National council of American importers and traders, inc.
Sec. Frank Van Leer, jr., 45 E. 17th St., New York

National council of American shipbuilders
Sec. George J. Earl, jr., 50 Broadway, New York

National council of lighting fixture manufacturers
Now the Artistic lighting equipment association

National crushed stone association
Sec. J. R. Boyd, Earle Bldg., Washington, D.C.

National district heating association
Sec. D. L. Gaskill, 112 W. 4th St., Greenville. O.

National drainage congress
Sec. C. R. Thomas, 53 W. Jackson Blvd., Chicago

National editorial association
Sec. H. C. Hotaling, 622 Merchants Bank Bldg., St. Paul, Minn.

National electric light association
Sec. A. Jackson Marshall, 420 Lexington Ave., New York

National electrical credit association
Sec. Frederic P. Vose, 1008 Marquette Bldg., 140 S. Dearborn St., Chicago

National electrical manufacturers' association
Managing Dir. Alfred E. Waller, 420 Lexington Ave., New York
This association is an amalgamation of the Electric power club, the Associated Manufacturers of electrical supplies, and the Electrical manufacturers' council

National federation of remedial loan associations
Sec. 346 Fourth Ave., New York

National fertilizer association
Exec.-Sec. Charles J. Brand, 616 Investment Bldg., 15th and K Sts., N.W., Washington, D.C.

National fire protection association
Sec. Franklin H. Wentworth, 40 Central St., Boston
Chairman, Electrical Committee. A. R. Small, 109 Leonard St., New York

National fire waste council
The Council is a federation of 19 leading national organizations and four governmental bureaus interested in the reduction of fire waste. The secretary's work is handled by the Insurance department of the Chamber of Commerce of the U.S.A. and all communications should be addressed to Mr. Rollin M. Clark of that department

National foreign trade council
Sec. O. K. Davis, India House, I Hanover Sq., New York

National founders' association
Sec. J. M. Taylor, 29 S. LaSalle St., Chicago

National gift and art association
Sec. W. S. Hays, 789 Drexel Bldg., Philadelphia

National hardware association of the United States
Sec. George A. Fernley, 505 Arch St., Philadelphia

National highway traffic association
Sec. Elmer Thompson, 12 E. 53d St., New York

National housing association
Sec. Lawrence Veiller, 105 E. 22d St., New York.

National industrial advertisers' association
Sec. H. von P. Thomas, c/o Bussmann Mfg. Co., St. Louis, Mo.

National industrial conference board, inc.
Sec. James M. Robertson, 247 Park Ave., New York

National industrial council
Sec. Michael J. Hickey, 50 Church St., New York

National industrial traffic league
Exec.-Sec. Joseph H. Beek, 2101 Garland Bldg., 58 E. Washington St., Chicago

National lime association
Sec. G. B. Arthur, 927 15th St., N.W., Washington, D.C.

National lumber manufacturers' association
Sec. Wilson Compton, 702 Transportation Bldg., 17th and H Sts., N.W., Washington, D.C.

National machine-tool builders' association
Gen.-Mgr. Ernest F. DuBrul, 630 Vine St., Cincinnati

National merchant marine association
Sec. R. F. Clerc, 830-832 Munsey Bldg., Washington, D.C.

National metal trades association
Sec. J. E. Nyhan, People's Gas Bldg., Chicago

National motor bus association
Now American automobile association—Motor bus division

National municipal league
Sec. Harold W. Dodds, 261 Broadway, New York

National museum of engineering and industry
Sec. H. F. J. Porter, 17 E. 42nd St., New York

National paint, oil and varnish association, inc.
Gen. Mgr. George V. Horgan, 18 E. 41st St., New York

National paper trade association
Sec. Frank E. Floyd, Graybar Bldg., 420 Lexington Ave., New York

National paving brick manufacturers' association
Sec. Miss E. L. Beller, 1555 McCormick Bldg., 332 So. Michigan Ave., Chicago

National petroleum association
Gen. Counsel, Fayette B. Dow, Munsey Bldg., Washington, D.C.

National petroleum marketers association
Absorbed by Independent oil men of America

National pipe and supplies association
Sec. George D. McIlvaine, 909 Oliver Bldg., Pittsburgh, Pa.

National publishers' association
Exec.-Sec. George C. Lucas, 15 W. 37th St., New York

National research council
Sec. Vernon Kellogg, 21st and B Sts., N.W., Washington, D.C.
Dir. Highway research board, Roy W. Crum, 21st and B Sts., Washington, D.C.

National rivers and harbors congress
Sec. S. A. Thompson, 824 Colorado Bldg., Washington, D.C.

National safety council
Sec. W. H. Cameron, 108 E. Ohio St., Chicago
Sec. Engineering Section—American Society of Safety Engineers. W. Dean Keefer, 168 N. Michigan Ave., Chicago

National sand and gravel association, inc.
Exec.-Sec. V. P. Ahearn, 837 Munsey Bldg., Washington, D.C.

National screw thread commission
Sec. H. W. Bearce, Bureau of Standards, Washington, D.C.

National slag association
Sec. H. J. Love, 937 Leader Bldg., Cleveland

National slate association
Sec. W. S. Hays, Drexel Bldg., Philadelphia

National society for vocational education
This association has now merged with the Vocational education association of the Middle West to form the American vocational association

National standard parts association
Sec. R. Macfee, 608-609 Empire Bldg., Detroit, Mich.

National supply and machinery distributors' association
Sec.-Treas. George Fernley, 505 Arch St., Philadelphia

National tax association
Sec. W. G. Query, State Official Bldg., Columbia, S.C.

National terra cotta society
Acting Sec. R. S. Johnston, 19 W. 44th St., New York

National trade extension bureau
Now Plumbing and heating industries' bureau

National varnish manufacturers' association
Now merged with the Paint manufacturers' association of the United States to form the American paint and varnish manufacturers' association

National warm air heating association
Sec. Allen W. Williams, 174 E. Long St., Columbus, O.

National wholesale druggists' association
Sec. E. L. Newcomb, 51 Maiden Lane, New York

National wholesale dry goods association
See Wholesale dry goods association of the United States

National wood chemical association
Sec.-Treas. F. J. Goodfellow, 76 Main St., Bradford, Pa.

Natural gas and petroleum association of Canada
Sec. S. A. Morse, 52 Fifth St., Chatham, Ontario

Natural gas association of America
Merged with the American gas association

Natural gasoline association of America
Sec. A. V. Bourque, 305 Tulsa Bldg., Tulsa, Okla.

New England foundrymen's association
Sec. Fred S. Stockwell, 205 Broadway, Cambridge, Mass.

New England gas association
Sec. E. A. Taylor, 100 Weybosset St., Providence, R.I.

New England road builders' association
Sec. Frederick Hoitt, 68 Devonshire St., Boston

New England waterworks association
Sec. Frank J. Gifford, 715 Tremont Temple, Boston

New York state motor transportation association
Sec. J. S. Flanagan, 39 N. Broad St., Norwich, N.Y.

North Central electric association
Sec. John Lapham, 803 Plymouth Bldg., Minneapolis, Minn.

Oil associations
Roster of oil associations is published in Petroleum News, Jan. 4, 1928, p. 96

Oil heating institute
Sec. Leod D. Becker, 350 Madison Ave., New York

Optical society of America
Sec. Charles C. Bidwell, Lehigh University, Bethlehem, Pa.

Outdoor advertising association of America
Sec. Clarence J. Lobell, 307 S. Green St., Chicago

Pacific coast gas association
Sec. Clifford Johnstone, 447 Sutter St., San Francisco

Paint manufacturers' association of the United States
Now merged with the National varnish manufacturers' association to form the American paint and varnish manufacturers' association

Pan American scientific congress
This congress meets at irregular intervals and has no permanent organization. The next meeting will probably be held in 1929 at San José, Costa Rica. Communications should be addressed to the Director General, Pan American Union, Washington, D.C.

Paper bag manufacturers association
Sec. Richard H. Smith, 52 Vanderbilt Ave., New York

Paper trade associations
Report of the annual meetings and lists of officers for the coming year of the various associations connected with the paper trade are to be found in Paper trade journal for February 23, 1928

Paperboard industries association
Gen. Mgr. G. R. Browder, 608 S. Dearborn St., Chicago

Periodical publishers' association
Sec. R. E. Rindfusz, 8 W. 40th St., New York

Permanent international association of navigation congresses
Gen. Sec. A. Lambin, 38 Rue de Louvain, Brussels, Belgium
Sec., American Section, Major Dan I. Sultan, Room 2713 Munitions Bldg., Washington, D.C.

Personnel research federation
Sec. H. H. Parey, 40 W. 40th St., New York

Plumbers' associations
A list of the various state associations, with convention dates, will be found in the weekly numbers of Domestic Engineering

Plumbing and heating industries' bureau (formerly the National trade extension bureau)
Sec. William G. Bergner, Evansville, Ind.

Port of New York
Sec. Wilson J. Vance, 75 West St., New York
A public body created by compact between the states of New York and New Jersey

Portland cement association
Sec. Wm. M. Kinney, 33 W. Grand Ave., Chicago

Power transmission association
Sec. W. S. Hays, Drexel Bldg., Philadelphia

Public ownership league of America
Sec. C. D. Thompson, 127 N. Dearborn St., Chicago

Public utilities advertising association
Sec. Theodore T. Pfeiffer, Byllesby Engineering and Management Corp., 23 S. La Salle St., Chicago

Radio club of America
Sec. J. L. Bernard, 55 W. 42nd St., New York

Radio manufacturers' association, inc.
Sec. B. W. Ruark, 32 W. Randolph St., Chicago

Railway accounting officers association
Sec. E. R. Woodson, 1116 Woodward Bldg., Washington, D.C.

Railway and locomotive historical association
Corres.-Sec. F. W. Martin, 17 E. 42d St., New York

Railway associations
A complete list of the various divisions and sections of the American railway association, and also of all the other important railway associations, with convention dates and secretaries, is to be found in the first number of each month of the Railway Age
A list of mechanical associations and railway clubs, giving names of secretaries, dates and places of meetings, is published in monthly numbers of Railway mechanical engineer

Railway business association
Sec. Frank W. Noxon, 1406 Packard Bldg., Philadelphia

Railway equipment manufacturers' association
Sec.-Treas. F. W. Venton, c/o Crane Co., 836 S. Michigan Ave., Chicago

Real estate advertisers' association
Sec. Miss Gertrude W. Banks, 910 Adams St. Toledo, O.
This association is a department of the International advertising commission

Refrigeration societies
See Ice and refrigeration societies

Rocky Mountain association of petroleum geologists
Sec. R. C. Brehm, Box 2100, Denver, Colo.

Royal architectural institute of Canada
Sec. Alcide Chaussé, 2020 Union Ave., Montreal, Quebec

Royal institute of British architects
Sec. Ian Macalister, 9 Conduit St., London, W. 1., England

Rubber association of America, inc.
Sec. A. L. Viles, 250 W. 57th St., New York

Safety institute of America
Sec. L. V. Coleman, 141 E. 29th St., New York

Sand-lime brick association
Sec. Ellen Knight, Saginaw, Mich.

Science service, inc.
Sec. Watson Davis, 21st and B Sts., N.W., Washington, D.C.

Scientific apparatus makers of America
Sec. John M. Roberts, 460 E. Ohio St., Chicago

Seismological society of America
Sec. S. D. Towley, Stanford University, Cal.

Silk association of America
Sec. Ramsay Peugnet, 468 Fourth Ave., New York

Society for electrical development, inc.
Sec. J. Smieton, jr., Graybar Bldg., 420 Lexington Ave., New York

Society for the promotion of engineering education
Sec. Dean F. L. Bishop, University of Pittsburgh, Pittsburgh, Pa.

Society of American military engineers
Sec. L. R. Lohr, Room 810, Mills Bldg., Washington, D.C.

Society of automotive engineers
Sec. Coker F. Clarkson, 29 W. 39th St., New York

Society of chemical industry
Sec., American section, Foster D. Snell, Pratt Institute, Brooklyn, N.Y.

Society of economic geologists
Sec.-Treas. Edward Sampson, Princeton University, Princeton, N.J.

Society of gas lighting
Sec. George G. Ramsdell, 420 Lexington Ave., New York

Society of industrial engineers
Exec.-Sec. George C. Dent, 608 S. Dearborn St., Chicago

Society of motion picture engineers
Sec. L. C. Porter, 5th & Sussex Sts., Harrison, N.J.
Headquarters, 29 W. 39th St., New York

Society of motor manufacturers and traders, ltd.
Sec. A. Hacking, 83 Pall Mall, London, S.W. 1, England

Society of naval architects and marine engineers
Sec.-Treas. Daniel H. Cox, 29 W. 39th St., New York

Society of terminal engineers
Sec. Charles H. Newman, 30 Church St., New York

Society of women geographers
Pres. Harriet C. Adams, The Marlborough, Washington, D.C.

Southeastern water and light association
Sec.-Treas. S. W. Chapman, Camden, S.C.

Southern gas association
Sec. J. P. Connolly, 141 Meeting St., Charleston, S.C.

Southern metal trades association
Sec. W. E. Dunn, jr., 712 Flatiron Bldg., Atlanta, Ga.

Southern newspaper publishers' association
Manager. Cranston Williams, Chattanooga, Tenn.

Southern pine association
Sec. H. C. Berckes, Interstate Bank Bldg., New Orleans, La.

Southern supply and machinery dealers' association
Soc.-Treas. Alvin M. Smith, Box 1355, Richmond, Va.

Southern textile association
Exec.-Sec. F. Gordon Cobb, Lancaster Cotton Mills, Lancaster, S.C.
Sec.-Treas. J. M. Gregg, 519 Jounston Bldg., Charlotte, N.C.

Southwest waterworks association
Sec.-Treas. R. D. Morgan, Mexia, Texas

Southwestern public service association
Sec. E. N. Willis, 404 Slaughter Bldg., Dallas, Texas

Stable money association
Director. Norman Lombard, 104 Fifth Ave., New York

State sanitary engineers
See Conference of state sanitary engineers

Structural steel board of trade, inc.
Sec. B. Rapalyea, Room 5115, 100 E. 45th St. New York

Synthetic organic chemical manufacturers' association of the United States
Sec. C. A. Mace, 1 Madison Ave., New York

Tap and die institute
Sec. Herbert S. Blake, 74 Trinity Place, New York

Taylor society
Sec. H. S. Person, 29 W. 39th St., New York
To promote the science and art of administration and of management

Technical association of the pulp and paper industry
Sec. Ronald G. Macdonald, 18 E. 41st St., New York

Technical publicity association, inc.
Sec. Leon Weaver, The Superheater Co., 17 E. 42nd St., New York

Telephone pioneers of America
Sec. R. H. Starrett, 195 Broadway, New York

Textile color card association of the United States, inc.
Managing Dir. Margaret H. Rorke, 200 Madison Ave., New York

Textile exhibitors' association
Sec. 31 St. James Ave., Boston

Tire and rim association of America, inc.
Sec. C. E. Bonnett, 1401 Guarantee Title Bldg., Cleveland, O.

United engineering society
Sec. Alfred D. Flinn, 29 W. 39th St., New York

United roofing contractors association
Sec. E. M. Pope, 58 W. Washington St., Chicago

United States good roads association
Sec. 3200 Cliff Road, Birmingham, Ala.

United States potters' association
Sec.-Treas. Charles F. Goodwin, East Liverpool, Ohio

United typothetae of America
Sec. Edward T. Miller, 173 W. Madison St., Chicago

Universal craftsmen council of engineers
Sec. Thomas H. Jones, 33 Linden Ave., Cherrydale, Va.

Washington academy of sciences
Corr.-Sec. L. B. Tuckerman, Bureau of Standards, Washington, D.C.

Western association of electrical inspectors
Now the Western section, International association of electrical inspectors

Western glass and pottery association
Sec. F. A. H. Lang, Cambridge Springs, Pa.

Western ice manufacturers' association
Sec.-Treas. Charles K. Wood, 623 Skukert Bldg., Kansas City, Mo.

Western petroleum refiners association
Managing Dir. Howard Bennette, 504 Cosden Bldg., Tulsa, Okla.

Western railway club
Sec. W. J. Dickinson, 189 W. Madison St., Chicago

Western society of engineers
Sec. Edgar S. Nethercut, 1735 Monadnock Bldg., 53 W. Jackson Blvd., Chicago

Western statistical association
Sec. Victor W. Kiblick, 931 Rives-Strong Bldg., Los Angeles

Wholesale dry goods association of the United States
Dir.-Gen. Alvin E. Dodd, 320 Broadway, New York

Window display advertising association
Managing-Dir. C. C. Agate, 8 W. 47th St., New York

Writing paper manufacturers association
Sec. Emmet H. Naylor, 44 Vernon St., Springfield, Mass.

Bibliography

American year book, 1927. N.Y., Doubleday
A list of Cognate societies is added at the end of each division.

Chamber of commerce of the state of New York
Classified list of trades and allied associations and publications in the city of New York. 50p N.Y., Chamber of commerce, 65 Liberty St., 1927

Chamber of commerce of the United States
Convention dates of national trade associations. March 1, 1928. 34p Wash., Chamber of commerce of the U.S., 1928
Published March 1 and October 1 of each year.

Crane, E. J., and Patterson, A. M.
Scientific and technical organizations. (In Guide to the literature of chemistry.) p. 273-8 N.Y., Wiley, 1927

Engineering-News record
Technical societies and national engineering trade associations of the United States and Canada. 20p N.Y., McGraw-Hill Co., Inc., 1925

National research council
Handbook of scientific and technical societies and institutions of the United States and Canada. 304p Wash., National research council, 1927 (Bulletin 58)

Public affairs information service
Directory of publishers and organizations. (In Annual cumulated bulletin, 1927, p. 23-37) N.Y., Public Affairs Information Service

United States Bureau of standards
Organizations cooperating with the national Bureau of standards 11p. Wash., 1927 (Miscel. pub. no. 96)

United States Dept. of agriculture—Bureau of agricultural economics
List of international organizations interested in agriculture. Katharine Jacobs, comp. 16p. (typewritten) Wash., 1927 (Agricultural economics bibliography no. 22)

United States Dept. of commerce
Commercial and industrial organizations of the United States. Rev. ed., June 1, 1926. 191p Wash. 1926 (Dept. of commerce series no. 5)

Trade association activities. 381p Wash., 1927 (Domestic commerce series no. 20)

Trade associations. (In Market research agencies.) p. 121-33 Wash., 1927 (Dept. of commerce series no. 6)

United States Dept. of the interior
Educational directory. Wash. [Published annually]

World almanac, 1928. N.Y., New York World
Associations and societies in the United States, p. 412-26 [Published annually]

See also lists published in the various trade periodicals. References to these will be found in the preceding list under the name of the industry, as Automobile, Concrete, Credit, Foundry, Gas, Ice and refrigeration, Insurance, Marine, Mining, Oil, Railway, etc.

List of Periodicals Indexed

Adv & Sell—Advertising and Selling. $3; single numbers 15c. bi-w Advertising Fortnightly, Inc., 9 East 38th St, New York.
Indexed beginning January, 1927.

Aera—Aera. $2; single numbers 35c. m American Electric Railway Association, Johns-Manville Bldg., 292 Madison Av, New York.

Aeronautical J—See Roy Aeronautical Soc J

Am Arch—The American Architect and the Architectural Review. $6; single numbers 50c. s-m Architectural & Building Press, Inc., 501 Fifth Av, New York.

Am Bankers Assn J—American Bankers Association Journal. $3; single numbers 25c. m American Bankers Association, 110 E 42d St, New York.

Am Cer Soc J—American Ceramic Society. Journal. $12; single numbers $1. m American Ceramic Society, 2525 N. High St, Columbus, Ohio.

Am Chem Soc J—Journal of the American Chemical Society. $7.50. m Charles L. Parsons, sec., Mills Bldg., 1709 G St, N.W., Washington, D.C.

Am Concrete Inst Pro—American Concrete Institute. Proceedings. annual American Concrete Institute, 2970 W Grand Blvd, Detroit, Mich.

Am Dyestuff Rep—American Dyestuff Reporter. $5. bi-w Howes Pub. Co., Inc., 90 William St, New York.

Am Electrochem Soc Trans—American Electrochemical Society. Transactions. $3. American Electrochemical Society, Columbia University, New York.
Preprints are indexed.

Am Gas Assn—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc., 420 Lexington Av, New York.

Am Gas J—American Gas Journal. $2; single numbers 25c. m American Gas Light Journal, Inc., Dodge Bldg., 53 Park Pl, New York.
Formerly American Gas Light Journal; American Gas Engineering Journal
Changed to monthly with August, 1927 number.

Am Ind—American Industries. $1; single numbers 15c. m National Manufacturers Co., 50 Church St, New York.
Beginning February 1926, name changed to Pocket Bulletin official publication of National Association of Manufacturers.
See Nat Assn of Manuf Pocket Bul

Am Inst Arch J—Journal of the American Institute of Architects. $5; single numbers 75c. m The Press of the American Institute of Architects, Inc., Fisk Bldg., 250 W 57th St, New York.

Am Inst Chem Eng Trans—American Institute of Chemical Engineers. Transactions. annual American Institute of Chemical Engineers, Polytechnic Institute, Brooklyn, N.Y.

Am Inst E E J—Journal of the American Institute of Electrical Engineers. $10; single numbers $1. m F. L. Hutchinson, sec., 33 W 39th St, New York.
Formerly American Institute of Electrical Engineers. Proceedings

Am Inst of Mining and Metallurgical Engineers. See Min & Met

Am J Sci—The American Journal of Science. $6; single numbers 50c. m American Journal of Science, Yale University, New Haven, Conn.

Am Mach—American Machinist. $5; single numbers 25c. w McGraw-Hill Co., Inc., 10th Av at 36th St, New York.

Am Management R—American Management Review. $5; single numbers 50c. m American Management Association, 20 Vesey St, New York.
Name changed with January, 1926 number to Management Review.

Am Pet Inst Bul—American Petroleum Institute Bulletin. irr 250 Park Av, New York.
Bulletins containing proceedings of the annual meeting of the Institute, and occasional weekly numbers are indexed.

Am Soc C E Pro—Proceedings of the American Society of Civil Engineers. $8; single numbers $1. m (except Je and Jl) American Society of Civil Engineers, 33 W 39th St, New York.

Am Soc Heat & V E J—Journal of the American Society of Heating and Ventilating Engineers. $3; single numbers 35c. m American Society of Heating and Ventilating Engineers, 29 W 39th St, New York.

Am Soc M E J. See Mech Eng

Am Soc Steel Tr Trans—Transactions of American Society for Steel Treating. $10; single numbers $1. m American Society for Steel Treating, 7016 Euclid Av, Cleveland, Ohio.
Indexed beginning January, 1927.

Am Soc T M Pro—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 1315 Spruce St, Philadelphia.

Am Statis Assn J—Journal of the American Statistical Association. $5; single numbers $1.50 q American Statistical Association, Columbia Univ., New York.

Am Water Works Assn J—Journal of the American Water Works Association. $7. m American Water Works Assn., Mount Royal and Guilford Avenues, Baltimore, Md.

Ann Am Acad—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3622-24 Locust St, Philadelphia.

Annalist—The Annalist. $5; single numbers 10c. w New York Times Co., Times Square, New York.

Arch & Bldg—Architecture and Building. $3; single numbers 30c. m William T. Comstock Co., 23 Warren St, New York.

Arch Forum—Architectural Forum. $7; single numbers $1 [Quarterly reference numbers $3] m Rogers and Manson Co., 383 Madison Av, New York.
Published in 2 pts. Pt. 1, Architectural design; Pt. 2, Engineering and business.

Arch Rec—Architectural Record. $3; single numbers 35c. m F. W. Dodge Corp., 119 W 40th St, New York.

Architecture—Architecture. $10; single numbers $1. m C. Scribner's Sons, 597 5th Av, New York.
Indexed beginning January, 1927.

Automobile Eng—The Automobile Engineer. 30s 10d; Canadian subs 27s 7d; single numbers 2s. m Dorset House, Tudor St, London, E.C. 4.

Automotive Ind—Automotive Industries. $3; single numbers 35c. w Chilton Class Journal Co., Chestnut & 56th Sts, Philadelphia.

Aviation—Aviation. $4; single numbers 20c. w Aviation Pub. Corp., 250 W 57th St, New York.

Bankers M—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co., 71-73 Murray St, New York.

Bell System Tech J—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co., 195 Broadway, New York.
Indexed beginning January, 1927.

Blast F & Steel Pl—The Blast Furnace and Steel Plant. $2; single numbers 25c. m Steel Publication, Inc., Thaw Bldg., 108 Smithfield St, Pittsburgh, Pa.

Bldg Age—Building Age and National Builder. $2; single numbers 35c. m National Trade Journals, Inc., 243 W 39th St, New York.

Boston Soc C E J—Journal of the Boston Society of Civil Engineers. $4; single numbers 50c. m (except Jl and Ag) Boston Society of Civil Engineers, 715 Tremont Temple, Boston.

Bradstreet's—Bradstreet's. $5; single numbers 10c. w Bradstreet Co., 346-8 Broadway, New York.

Brass W—Brass World and Platers Guide. $1; single numbers 15c. m Metal Industry Pub. Co., 99 John St, New York.

Brick & Clay Rec—Brick and Clay Record. $3; single numbers 25c. bi-w Industrial Publications, Inc., 407 S Dearborn St, Chicago.

Burroughs Clearing House—Burroughs Clearing House. m Burroughs Adding Machine Co., Second Blvd. and Burroughs Av, Detroit, Mich.

Bus Transportation—Bus Transportation. $2; single numbers 25c. m McGraw-Hill Co., Inc., 10th Av at 36th St, New York.

Business—Business. m Burroughs Adding Machine Co., Second Blvd. and Burroughs Av, Detroit, Mich.
Indexed beginning January, 1927.

Can Chem & Met—Canadian Chemistry and Metallurgy. $3; single numbers 30c. m Westman Press, Ltd., 366 Adelaide St, West, Toronto, 2.

Can Eng—The Canadian Engineer. $3; single numbers 10c; $4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd., 62 Church St, Toronto, Ont.

Can Min J—Canadian Mining Journal. $5; single numbers 15c. w Industrial and Educational Pub. Co., Ltd., Garden City Press, Gardenvale, Que.
Indexed beginning January, 1927.

Cassier's Ind Management—Cassier's Industrial Management. 9s; single numbers 9d. m Louis Cassier Co., Ltd., 22, Henrietta St, Strand, London, W.C. 2.
Formerly Industrial Management.

Chase Econ Bul—Chase Economic Bulletin. irr Chase National Bank, New York.

Chem Age (Lond)—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd., Bouverie House, 154 Fleet St, London, E.C. 4.
May 8 and 15, 1926 numbers not published.

Chem & Met Eng—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Co., Inc., 10th Av at 36th St, New York.

Chem R—Chemical Reviews. $5. ($4 to members of American Chemical Society) q Williams & Wilkins Co., Baltimore, Md.

Chem Soc J—Journal of the Chemical Society. £3. m Gurney and Jackson, 33, Paternoster Row, London, E.C. 4.

Chemicals—Chemicals. $5; single numbers 25c. w Trades Reporting Bureau, Inc., 51 Vesey St, New York.
A Dyestuffs edition and a Technical edition are issued monthly. Yearly subscription $3 each.
Consolidation of Chemical, Color and Oil Record, Chemical Age and Chemical Engineer, and Color Trade Journal.

Chemistry and Industry. See Soc Chem Ind J

Chimie & Ind—Chimie & Industrie. single numbers 12 fr. m Société de Chimie Industrielle, 49, rue des Mathurins, Paris, France.

Coal Age—Coal Age $2; single numbers 25c. m McGraw-Hill Co., Inc., 10th Av at 36th St, New York.
Changed to monthly with July 1927 number.

Comm & Fin—Commerce and Finance. $5; single numbers 25c. w Theodore H. Price Publishing Corp., 16 Exchange Pl, New York.

Comm & Fin Chr—The Commercial & Financial Chronicle. $10; single numbers 25c. w William B. Dana Co., 138 Front St, New York.

Comm M—Commerce Monthly. m National Bank of Commerce, New York.

Concrete—Concrete. $3; mill ed. $4; single numbers 35c. m Concrete Pub. Co., 139 N. Clark St, Chicago.
Formerly published as Concrete-Cement Age

Credit M—Credit Monthly. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York.

Dom Eng—Domestic Engineering. $2; single numbers 10c. w Domestic Engineering Co., 1900 Prairie Av, Chicago.

Dun's Int R—Dun's International Review. $4; single numbers 35c. m R. G. Dun & Co., 290 Broadway, New York.

Dun's R—Dun's Review. $3; single numbers 10c. w R. G. Dun & Co., 290 Broadway, New York.

E T Z. See Elektrotech Zeit

Econ Geol—Economic Geology. $5; single numbers 75c. bi-m Economic Geology Pub. Co., Prince and Lemon Sts, Lancaster, Pa.

Econ J—Economic Journal. 1 guinea; single numbers 6s. q Royal Economic Society, 9, Adelphi Terrace, London, W.C. 2. (Macmillan & Co., 66 Fifth Av, New York.)

Econ W n s—Economic World. $5; single numbers 25c. w Chronicle Co., Ltd., 128 Water St, New York.
Discontinued with the March 6, 1926 number.

Economist—Economist. £2 18s; colonies £3 1s; single numbers 1s 1d. w Economist, Granville House, Arundel St, Strand, London, W.C. 2

Elec J—The Electric Journal. $2; single numbers 25c. m The Electric Journal, 1205 Keenan Bldg., Pittsburgh, Pa.

Elec R (Lond)—Electrical Review. £2 1s; 6d; Canadian subs £1 12s 6d; single numbers 6d. w 4, Ludgate Hill, London, E.C. 4.
May 7, 14, 21, 1926 is a combined number; a supplementary issue is dated May 14 & 21.

Elec Ry J—Electric Railway Journal. $4; single numbers 20c. w McGraw-Hill Co., Inc., 10th Av at 36th St, New York.

Elec W—Electrical World. $5; single numbers 25c. w McGraw-Hill Co., Inc., 10th Av at 36th St, New York.

Elec West—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of Cal., 883 Mission St, San Francisco, Cal.
Formerly Journal of Electricity.

Electrician—Electrician. 30s; single numbers 6d. w Benn Bros., Ltd., Bouverie House, 154 Fleet St, London, E.C. 4
May 7 and 14, 1926 numbers not published.

Elektrotech Zeit—E T Z. Elektrotechnische Zeitschrift, RM 40; single numbers RM 1. w Julius Springer, W 9, Linkstrasse 23/24, Berlin, Germany.

Eng & Contr—Engineering and Contracting. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.
Beginning July 1926 Roads and Streets and Water Works became separate monthly magazines ($2 each) and General Contracting and Buildings combined as Engineering and Contracting.
See Roads & Sts and Water Works.

Eng & Min J—Engineering and Mining Journal-Press. $5; single numbers 25c. w McGraw-Hill Co., Inc., 10th Av at 36th St, New York.
Engineering and Mining Journal consolidated with Mining and Scientific Press

Eng Educ. See J Eng Educ

Eng N—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Co., Inc., 10th Av at 36th St, New York.
Engineering News consolidated with Engineering Record beginning April 5, 1917.

Eng Soc W Pa—Proceedings of the Engineers' Society of Western Pennsylvania. $5; single numbers 50c. m (except Ag and S) Engineers' Society of Western Pennsylvania, William Penn Hotel, Pittsburgh, Pa.

Engineer—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 33, Norfolk St, Strand, London, W.C. 2.
May 7 and 14, 1926 numbers not published.

Engineering—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd., 35 and 36, Bedford St, Strand, London, W.C. 2.
May 7 and 14, 1926 numbers not published.

Exp Wireless—Experimental Wireless and The Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd., Dorset House, Tudor St, London, E.C. 4.

Factory—Factory. $4.20; single numbers 35c. m A. W. Shaw Co., Cass, Huron and Erie Sts, Chicago; 1 Park Av, New York.
Combined with Industrial Management as Factory and Industrial Management, with January, 1928 number; published by McGraw-Shaw Co., 7 S Dearborn St, Chicago; 285 Madison Av, New York.

Fed Res Bul—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Federal Reserve Board, Washington, D.C.

Forbes—Forbes. $5; single numbers 25c. s-m B. C. Forbes Publishing Co., 120 Fifth Av, New York.

Foundry—Foundry. $3; single numbers 25c. s-m Penton Pub. Co., Penton Bldg., Cleveland, O.

Gas Age—Gas Age-Record. $3; single numbers 25c. w Robbins Pub. Co., Inc., 9 E 38th St, New York.

Gas J (Lond)—Gas Journal. single numbers 1s. w Walter King, Ltd., 11 Bolt Court, Fleet St, London, E.C. 4.
May 12, 1926 number not published.

Gen Elec R—General Electric Review. $3; single numbers 30c. m General Electric Co., Schenectady, N.Y.

Génie Civil—Le Génie Civil. 240 fr; single numbers 3 fr. w Génie Civil, 6, rue de la Chaussée-d'Antin, Paris (9e), France.

Good Roads—Good Roads. $2; single numbers 20c. m Burton Pub. Co., 53 W Jackson Blvd, Chicago.

Harvard Business R—Harvard Business Review. $5; single numbers $1.25. q A. W. Shaw Co., Cass, Huron & Erie Sts, Chicago.

Heat & Ven—Heating and Ventilating Magazine. $2; single numbers 30c. m Heating & Ventilating Magazine Co., 386 4th Av, New York.

I B A of A—I.B.A. of A. Bulletin. irr Investment Bankers Association of America, 105 S La Salle St, Chicago.

Ill U Eng Exp Sta Bul—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill., Urbana.

Ill U Eng Exp Sta Circ—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill., Urbana.

Illum Eng Soc—Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Je and Ag) Illuminating Engineering Soc., 29 W 39th St, New York.

Illum Engr—Illuminating Engineer. 15s; single numbers 9d. m Illuminating Engineer, 32 Victoria St, London, S.W. 1.

Ind & Eng Chem—Industrial and Engineering Chemistry. $7.50; single numbers 75c. m American Chemical Society, Charles L. Parsons, sec., Mills Bldg., 1709 G St, N.W., Washington, D.C.
Formerly Journal of Industrial and Engineering Chemistry.

Ind Eng—Industrial Engineering. $2; single numbers 25c. m McGraw-Shaw Co., Inc., 10th Av at 36th St, New York.
Formerly Electrical Review and Western Electrician; Electrical Review and Industrial Engineer.
Name changed to Industrial Engineering with September, 1927, issue.

Ind Management—Industrial Management. $3; single numbers 35c. m Engineering Magazine Co., 381 4th Av, New York.
Consolidated with Factory with January, 1928 number.

Index—Index. m New York Trust Company, 100 Broadway, New York.

India Rubber W—India Rubber World. $3; single numbers 35c. m Federated Business Publications, Inc., 420 Lexington Av, New York.

Inland Ptr—Inland Printer. $4; single numbers 40c. m Inland Printer Co., 632 Sherman St, Chicago.

Inst E E J—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd., 57 Haymarket, London, S.W. 1.; Spon & Chamberlain, 120 Liberty St, New York.

Inst Mech Eng Pro—Proceedings of the Institution of Mechanical Engineers. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1.

Inst Pet Tech J—Journal of the Institution of Petroleum Technologists and Record of Transactions. single numbers 7s 6d. bi-m Institution of Petroleum Technologists, Aldine House, Bedford St, Strand, London, W.C. 2

Int Labour R—International Labour Review. $6; single numbers 60c. m International Labour Office, 7, Route de Pregny, Geneva, Switzerland.

Iron Age—Iron Age. $6; single numbers 25c. w Iron Age Pub. Co., 239 W 39th St, New York.

Iron & Steel Inst J—Journal of the Iron and Steel Institute. annual Iron and Steel Institute, 28, Victoria St, London, S.W. 1.; E. & F. N. Spon, Ltd., 57, Haymarket, London; Spon & Chamberlain, 120 Liberty St, New York.

Iron Tr R—Iron Trade Review. $6; single numbers 25c. w Penton Pub. Co., Penton Bldg., Cleveland, O.

J Account—Journal of Accountancy. $4; single numbers 35c. m Journal of Accountancy, Inc., 135 Cedar St, New York.

J Elec—Journal of Electricity. $2; single numbers 25c. s-m McGraw-Hill Co. of Cal., 883 Mission St, San Francisco, Cal.
Name changed with January 1927 number to Electrical West.

J Eng Educ—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) Dean F. L. Bishop, University of Pittsburgh, Pittsburgh, Pa.
Formerly Engineering Education.

J Fr Inst—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, Philadelphia.

J Ind & Eng Chem—See Ind & Eng Chem

J Ind Hygiene—The Journal of Industrial Hygiene. $6; single numbers 75c. m Harvard Medical School, 55 Van Dyke St, Boston, Mass.

J Land & Pub Util Econ—Journal of Land and Public Utility Economics. $5; single numbers $1.25 q Institute for Research in Land Economics and Public Utilities, Cantwell Printing Co., Cantwell Bldg., Madison, Wisconsin.

J Phys Chem—The Journal of Physical Chemistry. $10; single numbers $1. m Cornell University, Ithaca, N.Y.

Lib J—Library Journal. $5; single numbers 25c. s-m (m, during Jl and Ag) R. R. Bowker Co., 62 W 45th St, New York.
Articles of interest to special libraries are indexed.

Locomotive—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co., 56 Prospect St, Hartford, Conn.

Mach—Machinery. $3; single numbers 40c. m Industrial Press, 140 Lafayette St, New York.

Mag of Business—Magazine of Business. $4.20; single numbers 35c. m A. W. Shaw Co., Cass, Huron and Erie Sts, Chicago.
Formerly System.

Mag of Wall St—Magazine of Wall Street. $7.50; single numbers 35c. bi-w Ticker Pub. Co., 42 Broadway, New York.

Management & Adm—Management and Administration in Manufacturing Industries. $5; single numbers 50c. m Management Publishing Corp., 15 E 26th St, New York.
Name changed with July 1926 number to Manufacturing Industries.

Management R—Management Review. $5; single numbers 50c. m American Management Association, 20 Vesey St, New York.
Formerly American Management Review.

Manuf Ind—Manufacturing Industries. $5; single numbers 50c. m Ahrens Pub. Co., Inc., 222 W. Adams St, Chicago.
Formerly Management and Administration in Manufacturing Industries.

Manuf Rec—Manufacturers Record. $6.50; single numbers 20c. w Manufacturers Record Publishing Co., Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md.

Marine Eng—Marine Engineering and Shipping Age. $3; single numbers 35c. m Simmons-Boardman Pub. Co., 30 Church St, New York.
Formerly International Marine Engineering

Marine R—Marine Review. $3; single numbers 35c. m Penton Pub. Co., Penton Bldg., Cleveland, O.

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York.

Metal Ind—Metal Industry. $1; single numbers 10c. m Metal Industry Pub. Co., 99 John St, New York.

Min & Met—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, 29 W 39th St, New York.

Min Cong J—Mining Congress Journal. $3; single numbers 30c. m American Mining Congress, Munsey Bldg., Washington, D.C.

Mo U Sch Mines & Met Bul—Bulletin of the University of Missouri. School of Mines and Metallurgy. irr Univ. of Mo., Rolla.

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo., Rolla.

Monthly Labor R—Monthly Labor Review. $1.50; single numbers 15c. m U.S. Bureau of Labor Statistics, Washington, D.C.
Free to labor departments and bureaus and other offices connected with the administration of labor laws.

Moody's Inv Serv—Moody's Investors Service. $100. w John Moody, 35 Nassau St, New York.

Munic & Co Eng—Municipal and County Engineering. $2; single numbers 25c. m Engineering Pub. Co., 702 Wulsin Bldg, Indianapolis, Ind.
Name changed with August, 1927 number, to Municipal News.

Munic N—Municipal News. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.
Formerly Municipal and County Engineering.

N E L A Bul—National Electric Light Association Bulletin. $3; single numbers 25c. m National Electric Light Assn., 420 Lexington Av, New York.

N E Water Works Assn J—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 714 Tremont Temple, Boston.

Nat Assn of Manuf Pocket Bul—National Association of Manufacturers. $1; single numbers 15c. m National Manufacturers Co., 50 Church St, New York.
Formerly American Industries.

Nat City Bank—National City Bank of New York. m 55 Wall St, New York.

Nat Pet N—National Petroleum News. $3.50; single numbers 10c. w National Petroleum Pub. Co., 1213 W 3d St, Cleveland, O.

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, 2101 B St, N.W., Washington, D.C.
Individual numbers variously priced. Price-list sent on request.

Nat Safety N—National Safety News. $4; single numbers 40c. without bulletins. m National Safety Council, 108 E Ohio St, Chicago.

Nation's Business—The Nation's Business. $3; single numbers 35c. m Chamber of Commerce of the United States, Mills Bldg., Washington, D.C.

Nation's Health—The Nation's Health. $3; single numbers 35c. m Modern Hospital Publishing Co., 660 Cass St, Chicago.
Publication discontinued with the December, 1927 number. The June, July, and August, 1927 numbers were received too late for indexing and will be included in the 1928 Index.

N Y Pub Lib Bul—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York.
Bibliographies of interest to special libraries are indexed.

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Oil, Paint and Drug Reporter, Inc., 12 Gold St, New York.

Paper Tr J—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co., Inc., 10 E 39th St, New York.

Pet Age—Petroleum Age. $2; single numbers 15c. s-m Petroleum Age Pub. Co., 500 N Dearborn St, Chicago.

Phil Mag—Philosophical Magazine, and Journal of Science, single numbers 4s. 6d. m Taylor and Francis, Red Lion Court, Fleet St, London.
No numbers indexed since Dec. 1925.

Phys R—The Physical Review. Second Series. $10; single numbers $1. m Physical Review, 1500 University Av, S.E., Minneapolis, Minn.

Power—Power. $3; single numbers 15c. w McGraw-Hill Co., Inc., 10th Av at 36th St, New York.

Power Pl Eng—Power Plant Engineering. $2; single numbers 15c. s-m Technical Pub. Co., 53 West Jackson Blvd., Chicago.

Prof Eng—Professional Engineer. $1.50; single numbers 20c. m American Association of Engineers, 63 E Adams St, Chicago.

Ptd Salesmanship—Printed Salesmanship. $3; single numbers 40c. m Dartnell Corp., 4660 Ravenswood Av, Chicago.
Formerly Printing Art.

Ptr Ink—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co., Inc., 185 Madison Av, New York.

Ptr Ink M—Printers' Ink Monthly. $2; single numbers 25c. m Romer Pub. Co., Inc., 185 Madison Av, New York.

Pub Roads—Public Roads. $1; single numbers 10c. m U. S. Department of Agriculture, Bureau of Public Roads, Washington, D.C.

Pub Serv Management—Public Service Management. $3; single numbers 25c. m Utilities Publication Co., 431 S Dearborn St, Chicago.

Pub Works—Public Works. $3; single numbers 35c. m Public Works Journal Corp., 243 W 39th St, New York.

R Econ Statis—Review of Economic Statistics. $6 a year (including Weekly Letter Service $100 a year). q Committee on Economic Service, Harvard Univ., Cambridge, Mass.

Radio N—Radio News. $2.50; single numbers 25c. m Experimenter Publishing Co., 230 Fifth Av, New York.

Radio Serv Bul—Radio Service Bulletin. 25c; single numbers 5c. m Bureau of Navigation, Department of Commerce, Washington, D.C.

Ref Shelf—The Reference Shelf. irr The H. W. Wilson Co., 958 University Av, New York.

Refrig Eng—Refrigerating Engineering. $5; single numbers 50c. m American Society of Refrigerating Engineers, 37 W 39th St, New York.

Refrig W—Refrigerating World. $2; single numbers 20c. m Ice Trade Journal Co., 25 West Broadway, New York.

Roads & Sts—Roads and Streets. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.

Roy Aeronautical Soc J—Royal Aëronautical Society Journal. £2 4s 6d; single numbers 3s 9d. m Royal Aëronautical Society, 7, Albemarle St, Piccadilly, London, W. 1.
Formerly Aëronautical Journal.

Roy Statis Soc J—Journal of the Royal Statistical Society. £1 11s; single numbers 7s 6d. q Royal Statistical Society, 9, Adelphi Terrace, Strand, London, W.C. 2.

Rubber Age—Rubber Age. $2; single numbers 20c. s-m Palmerton Pub. Co., Inc., 250 W 57th St, New York.

Ry Age—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Co., 30 Church St, New York.

Ry Mech Eng—Railway Mechanical Engineer. $3; single numbers 35c. m Simmons-Boardman Pub. Co., 30 Church St, New York.

Ry R—Railway Review. $4; single numbers 25c. w Railway Review, 307 N Michigan Av, Chicago; 30 Church St, New York.
Merged with Railway Age, January, 1927.

Safety Eng—Safety Engineering. $3; single numbers 25c. m Safety Magazine Publishing Corp., 119 Nassau St, New York.

Sales Management—Sales Management. $4; single numbers 20c. bi-w Dartnell Corp., 4660 Ravenswood Av, Chicago.

Sanitary & Heat Eng—Sanitary & Heating Engineering. $2; single numbers 10c. m Plumbing, Heating and Ventilating Pub. Co., 225 W 34th St, New York.
Indexing incomplete.

Sci Am—Scientific American. $4; single numbers 35c. m Scientific American Pub. Co., 24-26 W 40th St, New York.

Sheet Metal Worker—Sheet Metal Worker. $3; single numbers 15c. bi-w Edwin A. Scott Pub. Co., Inc., 45 W 45th St, New York.
A Consolidation of Metal Worker, Plumber and Steam Fitter and Sheet Metal.

Sibley J—Sibley Journal of Engineering. $2; single numbers 25c. m (except Jl-S) Sibley Journal of Engineering, Inc., Ithaca, N.Y.

Soc Auto Eng J—Society of Automotive Engineers Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc., 29 W 39th St, New York.
Name changed with the January, 1928 number to S A E J

Soc Chem Ind J—Society of Chemical Industry. Journal. £4 4s; single numbers 1s 9d. w Society of Chemical Industry, Central House, 46 & 47, Finsbury Sq, London, E.C. 2
In three separately paged sections; Chemistry and Industry, Transactions and British Chemical Abstracts

Soc Dyers & Col J—Society of Dyers and Colourists. Journal. 60s; single numbers 5s. m Society of Dyers and Colourists, 30 Pearl Assurance Bldgs, Market St, Bradford, England.

Soc Ing Civils Bul—Mémoirs et Compte Rendu des Travaux de la Société des Ingénieurs Civils de France. Bulletin. bi-m Hotel de La Société, 19, rue Blanche, 19 (9e), Paris, France.

Special Lib—Special Libraries. $5; single numbers 50c. m (bi-m. from May to Ag) Special Libraries Association, 11 Nisbet St, Providence, R.I.

Spectator—Spectator. $4; single numbers 25c. w Spectator Co., 135 William St, New York.

Stahl & Eisen—Stahl und Eisen. RM 50; single numbers RM 1.50 w Verlag Stahleisen, m.b.H., Düsseldorf, Germany. American agent, Paul F. Hermann, 1701-2 Keenan Bldg., Pittsburgh, Pa.

Stevens Ind—Stevens Indicator. $5; single numbers 50c. m (except Ag and D) Stevens Institute of Technology, Hoboken, N.J.

Survey of Cur Business—Survey of Current Business. $1.50; single numbers 10c; semi-annual numbers 25c. m Superintendent of Documents, Washington, D.C.
Advance leaflets are distributed every week to subscribers in the United States. The leaflets are usually mailed on Tuesdays, and give such information as has been received during the preceding week. The information contained in these leaflets is also published in Commerce reports issued weekly by the Foreign and Domestic Commerce Bureau.

System—System. $4.20; single numbers 35c. m A. W. Shaw Co., Cass, Huron and Erie Sts, Chicago.
Name changed with June 1927 number, to Magazine of Business.

Taylor Soc Bul—Bulletin of the Taylor Society. $3. bi-m Taylor Society, 29 W 39th St, New York.

Tech Assn Pa—Technical Association Papers. $3. annual Technical Association of the Pulp and Paper Industry, 18 E 41st St, New York.

Textile Col—Textile Colorist. $5. m Textile Colorist, Inc., 233 Broadway, New York.

Textile Inst J—Textile Institute. Journal. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester, England.

Textile World—Textile World. $4. w Bragdon, Lord & Nagle Co., Inc., 334 4th Av, New York.

Trust Companies—Trust Companies. $5; single numbers 60c. m Trust Companies Pub. Assn., 55 Liberty St, New York.
Indexed beginning January, 1927.

U S Agric Bul—United States. Dept. of Agriculture. Bulletin. Distributed free of charge U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.
Selected contributions from the Bureau of Chemistry, Forest Service and Office of Public Roads are indexed.

U S Bur For & Dom Com—United States. Bu-
* reau of Foreign and Domestic Commerce. Special agents series. U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com misc ser—United
* States. Bureau of Foreign and Domestic Commerce. Miscellaneous series. U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Information
* **Bul**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics, Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States. Bureau of † Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Circ—United States. Bureau of † Mines. Miners' Circular. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Rep of Invest—United States. Bureau of Mines. Reports of Investigations, Bureau of Mines, Washington, D.C.

U S Bur Mines Tech Pa—United States. Bureau † of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

U S Bur Stand Circ—United States. Bureau of ‡ Standards. Circular. U.S. Bureau of Standards, Washington, D.C.

U S Bur Stand Sci Pa—United States. Bureau of Standards. Scientific Papers. U.S. Bureau of Standards, Washington, D.C.
Per volume paper $1.25; cloth $2; foreign subscription, paper $2.50; cloth $2.35. Single numbers vary in price.

U S Bur Stand Tech Pa—United States. Bu- ‡ reau of Standards. Technologic Papers. U.S. Bureau of Standards, Washington, D.C.

U S Geol S Bul—United States Geological Survey. Bulletin. Distributed free of charge. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C.

U S Women's Bur Bul—United States Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

Univ J of Business—University Journal of Business $3; single numbers 75c. q University Journal of Business, Box 10, Faculty Exchange, University of Chicago, Chicago.
Publication discontinued with January 1927 number; resumed, January 1928, under new name, Journal of Business.

VDI. See Zeit Ver Deutsch Ing

W Soc E J—Journal of the Western Society of Engineers. $3; single numbers 50c. m Western Society of Engineers, 53 W Jackson Blvd, Chicago.

Water Works—Water Works. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.

Wis U Bul Eng S—Bulletin of the University of Wisconsin, Engineering Series. irr Univ. of Wis., Madison

Zeit Angew Chem—Zeitschrift für Angewandte Chemie. RM 45; single numbers RM 1.10 w Verlag Chemie, Corneliusstr. 3, Berlin W 10, Germany.
Indexed beginning January, 1927.

Zeit Ver Deutsch Ing—VDI. Zeitschrift des Vereines Deutscher Ingenieure. RM 59; single numbers RM 1.75 w VDI-Verlag G. m. b. H., N. W. 7, Dorotheenstr. 40, Berlin, Germany.

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‡ Single copies of the publications of the Bureau of Standards are sent free upon request to specialists concerned with the subjects treated, to those collaborating with the Bureau in its investigations, to organizations exchanging like courtesies with the Bureau, and to designated Government depository libraries. Others may purchase them from the Superintendent of Documents.

Abbreviations of Publishers' Names Used in Book Titles

Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, Station B, Philadelphia
Appleton. Daniel Appleton & Co., 29-35 W. 32d St., N.Y.
Baird. H: C. Baird & Co., 2 W. 45th St., N.Y.
Blakiston. P. Blakiston's Son & Co., 1012 Walnut St., Philadelphia
Bobbs. Bobbs-Merrill Co., 18 University Square, Indianapolis; 185 Madison Av., N.Y.
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Century Co., 353 4th Av., N.Y.
Chemical Catalog Co., Inc., 419 Fourth Av., N.Y.
Chemical Pub. Co., 300 N. 3d St., Easton, Pa.
Crowell. T. Y. Crowell Company, 387-393 4th Av., N.Y.
Dodd. Dodd, Mead & Co., 4th Av., & 30th St., N.Y.
Doran. See Doubleday.
Doubleday. Now Doubleday, Doran & Co., Garden City, N.Y.
Formerly Doubleday, Page & Co.
Drake. Frederick J. Drake & Co., 1006 S. Michigan Av., Chicago
Dutton. E. P. Dutton & Co., 681 5th Av., N.Y.
Ginn. Ginn & Co., (Educational text-bks.) 15 Ashburton Place, Boston; 2301-2311 Prairie Av., Chicago; 70 5th Av., N.Y.
Gregg. Gregg Publishing Company, 20 W. 47th St., N.Y.; 623 S. Wabash Av., Chicago
Harcourt. Harcourt, Brace & Co., 383 Madison Av., N.Y.
Harper. Harper & Brothers, 49 E. 33d St., N.Y.
Heath. D. C. Heath & Co., 50 Beacon St., Boston; 239 W. 39th St., N.Y.; 1815 Prairie Av., Chicago
Henley. Norman W. Henley Pub. Co., Putnam Bldg., 2 W. 45th St., N.Y.
Holt. Henry Holt & Co., 1 Park Av., N.Y.; 2626 Prairie Av., Chicago
Houghton. Houghton, Mifflin Co., 2 Park St., Boston; 386 4th Av., N.Y.; 2451-2459 Prairie Av., Chicago; 612 Howard St., San Francisco
Huebsch, B. W. See Viking Press, Inc.
Knopf. Alfred A. Knopf, 730 5th Av., N.Y.
Lippincott. J. B. Lippincott Co., East Washington Sq., Philadelphia
Longmans. Longmans, Green & Co., 55 5th Av., Cor. 12th St., N.Y.
McGraw-Hill. McGraw-Hill Bk. Co., Inc., 370 7th Av., N.Y.
McKay. David McKay, 604-608 S. Washington Square, Philadelphia
Macmillan. The Macmillan Co., 60 5th Av., N.Y.
Manual Arts Press, 237 N. Monroe St., Peoria, Ill.
Nat Bur Econ Research. National Bureau of Economic Research, Inc., 474 W. 24th St, N.Y.
National Research Council, 2101 B St., N.W., Washington, D.C.
Oxford. Oxford University Press (Clarendon Press) (American branch), 35 W. 32d St., N.Y.
Penton Pub. Co., 1213 W. 3d St., Cleveland, O.; 220 Broadway, N.Y.
Pitman. Sir Isaac Pitman & Sons, 2-6 W. 45th St., N.Y.
Prentice-Hall, Inc., 70 5th Av., N.Y.
Putnam. G. P. Putnam's Sons, Putnam Bldg., 2-6 W. 45th St., N.Y.
Revell. Fleming H. Revell & Co., 158 5th Av., N.Y.; 851 Cass St., Chicago
Ronald Press. Ronald Press Co., 15 E. 26th St., N.Y.
Routledge. Routledge, G. & Sons, Ltd., Broadway House, 68-74 Carter Lane, Ludgate Hill, E.C. 4
Scientific Bk. Corp., 15 E. 26th St., N.Y.
Scribner. Charles Scribner's Sons, 597 5th Av., N.Y.; 320 E. 21st St., Chicago
Shaw. A. W. Shaw Co., Cass, Huron and Erie Sts., Chicago; 1 Park Av., N.Y.
Simmons-Boardman. Simmons-Boardman Publishing Company, 30 Church St., N.Y.
Spon. E. & F. N. Spon, Ltd., 57 Haymarket, London, S. W. 1; Spon & Chamberlain, 120-122 Liberty St, N.Y.
Stokes. F. A. Stokes Co., 443-449 4th Av., N.Y.
Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.
U P C Book Co., Inc., 243 W. 39th St, N.Y.
Succeeded by Scientific Bk. Corp., 15 E. 26th St., N.Y.
Univ. of Chicago Press, 5750 Ellis Av., Chicago
Van Nostrand. D. Van Nostrand Co., 8 Warren St., N.Y.
Viking Press, Inc., 30 Irving Pl., N.Y.
Wiley. John Wiley & Sons, Inc., 440 4th Av., N.Y.
Wilson, H.W. H. W. Wilson Co., 958-972 University Av., N.Y.
Workers Educ. Bur. Workers Educational Bureau of America, 476 W. 24th St., N.Y.

Key to General Abbreviations

+	continued on later pages of the issue	Ja	January
abr	abridged	Je	June
Ag	August	Jl	July
Ap	April	Mr	March
arch	architect	My	May
bibliog	bibliography	n s	new series
comp	compiled or compiler	N	November
cond	condensed	no	number
cont	continued	O	October
D	December	p	page
diag	diagram	por	portrait
ed	edited or edition or editor	pseud	pseudonym
F	February	rev	revised
il	illustrations	S	September
inc.	incorporated	sup	supplement
		tr	translated or translation or translator
		v	volume

A colon after an initial designates the most usual given names, as A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; O: Otto; P: Peter; R: Richard; S: Samuel; T: Thomas; V: Victor; W: William.

Sample title: An Englishman looks at the future of advertising. C. B. Larrabee. Ptr Ink 135:129-30+ My 6 '26

Explanation: An article with the title given above will be found in Printers Ink, volume 135, pages 129 to 30 (continued on later pages of the issue), the May 6, 1926 number.

Industrial Arts Index

A Cumulative Index to Engineering, Trade and Business Periodicals

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Astrophysicist travels 30,000 miles in interests of long-range weather forecasting research. por Ind & Eng Chem 18:984 S '26

ABBOTT, William L., 1861-
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ABBREVIATIONS
See also Electric symbols; Mathematical symbols; Symbols

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Willard Gibbs medal is presented to John J. Abel. Oil Paint & Drug Rep 111:21 My 30 '27

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Water supply
New water supply works for Aberdeen. il diags plan map Engineer 142:545-8, 554 N 19 '26; Excerpt. Water Works 66:196 My '27

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Machine for determining the resistance of fabrics to external abrasion. E: R. Schwarz. il Textile World 72:739+ Ag 6 '27

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See also Textile testing machines

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Does it pay to make elaborate preparation for the salesman's call? Kelvinator sales plan. J: A. Murphy. Ptr Ink M 12:40+ Je '26
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France shows its latest in effective booklets. W: A. Kittredge. il Ptr Ink M 14:26-7 Ap '27
Great-great-grandfather of your land title. il Ptd Salesmanship 46:472a-d Ja '26
Have you a little plan for your booklet? G. P. Farrar. il Ptr Ink M 15:40-1+ N '27
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One way to cut the overhead for copy and art work; Chase Velmo uses same advertisements for different markets. F. B. Baldwin. il Ptr Ink M 15:51+ N '27
Poster covers that add sales punch to advertising booklets. D. Gridley. il Ptr Ink M 12:38-9 My '26
Pulling 1,500 inquiries from one newspaper advertisement; Lumbermens mutual casualty company. il Sales Management 12: 1136+ Je 11 '27
Shall we charge for the reply-to-inquiries booklet? N. Lewis. Ptr Ink 140:49-50+ S 8 '27
Should booklets be sold to consumers? Ptr Ink M 12:112 My '26
Should the booklet be shown in the advertisement? B. A. Grimes. Ptr Ink M 11:50+ D '25
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Taming the prospect who has a door-slamming complex. D. G. Baird. Sales Management 10:737-8+ My 15 '26
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See also Catalogs

Borders

The border is important—don't make it hackneyed. A. R. Hopper. il Ptr Ink M 11:46+ D '25
Borders that your printer can make. G. P. Farrar. il Ptr Ink M 13:38-9+ D '26
New vogues for borders. Ptr Ink 133:122+ D 24 '25
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Advertiser's compleat Pascal. D. Gridley. Ptr Ink 136:120+ Jl 22 '26
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Average cost of agency copy is nearer $40—or maybe $400. W. B. Swann. Adv & Sell 8: 22+ F 9 '27
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Brutal advertising. W. L. Larned. Ptr Ink 136:65-6+ Jl 15 '26
Building the product up to the advertising. A. H. Deute. Ptr Ink M 12:25-6+ F '26
Bunkum, bunkum, bunk. G: H. Sheldon. Ptr Ink 139:17-20 Ap 14 '27
Business press an aid to mail campaigns. D. E. Stetson. Inland Ptr 77:53-4 Ap '26
Buying attention or grafting it. E. Gilbert. il Ptr Ink M 13:26-7+ O '26
Calling a spade a spade. J: B. Opdycke. Ptr Ink M 12:68+ Je '26
Can advertising make a product too well known? F. D. Gonda. il Ptr Ink M 12:36-7+ Je '26
Can we can the quotes? A. R. Hopper. Ptr Ink 135:121-2+ Ap 8 '26
Chemist—a source of copy and merchandising ideas. H: W. Banks. Ptr Ink 137:57-8+ D 2 '26
City-minded copy. B. R. Brooker. Adv & Sell 9:25+ Jl 13 '27
Concerning copy. Adv & Sell 9:38+ Je 1 '27
Conscious advertising copy. F: P. Anderson. Ptr Ink 136:129-30+ Ag 19 '26
Contretemps; how advertising is helping to build a polite civilization; satire. G. Cooke. Ptr Ink M 15:48+ S '27
Copy compression—your sales story in 100 words. C. B. Larrabee. Ptr Ink 137:77-80 O 7 '26
Copy that spreads the wings of poetry. S. K. Wilson. Ptr Ink 140:49-50+ S 1 '27
Copy the greatest force in advertising. C. H. K. Curtis. Ptr Ink 137:108+ O 28 '26
Copy writer's new competitor! A. T. Moore. Ptd Salesmanship 47:232-6 My '26
Creating new atmosphere for the newspaper campaign. W. L. Larned. il Ptr Ink 140:141-2+ Ag 4 '27
Curtain raisers that send the copy off to a fast start. W. L. Larned. Ptr Ink 138:187-8+ Ja 6 '27
Dangers of excessive swank in advertising. R: Vanderline. Ptr Ink M 14:80+ Je '27
Development of an advertising style. H. N. Casson. Ptd Salesmanship 47:27-8 Mr '26
Ditto-ism. L. Mackall. il Ptr Ink 141:3-4+ O 13 '27
Does your advertisement know where it is going? G. Murphy. Ptr Ink 134:109-10 F 18 '26
Does your advertising talk as well as it looks? L. K. Davis. Ptd Salesmanship 47: 535-9; 48:34-8 Ag-S '26
Don't be too cocky when warning the trademark infringers. R. Crothers. Ptr Ink 136: 173-4 S 16 '26
Duco accepts a consumers' tradition it can't overcome. R. Crothers. Ptr Ink 134:177-8+ F 18 '26
Easily written means easily read. H. McJohnston. Ptr Ink 139:141-2+ Je 2 '27
Extra—advertising man goes native! J. R. Weddell. il Ptr Ink M 14:37-8+ Je '27
Figures of speech. J. Heywood. Adv & Sell 9:32 Jl 27 '27
Fine phrases slip—fresh phrases grip! A. T. Moore. Ptr Ink 139:152-3+ My 12 '27

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Five years on the front page; Linscott Reograms. S. L: Smith. Ptd Salesmanship 47: 345-6 Je '26
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Four fundamentals of good copy. R. Tinsman. Ptr Ink 136:103-4+ Jl 1 '26
Frenzied extravaganza—advertising's latest craze. E. Emmett. Ptr Ink 137:146-6+ N 11 '26
Gentle art of leaving out. G. Murphy. Ptr Ink 133:10+ D 10 '25
Give your pen some outside exercise. S. K. Wilson. Ptr Ink 138:25-6+ Ja 20 '27
Gold-plated age of copy-writing. W. R. Hotchkin. Adv & Sell 8:34+ F 9 '27
Golden age of copy writing. R. M. Blankenbaker. Adv & Sell 8:26+ Ja 26 '27
Good writing—or—good reading? R: Surrey. Ptr Ink M 14:77-8+ Ja '27
Hair triggers and cipher strings. W. Kilbourne. Ptr Ink M 14:78 My '27
Halitosis, whiskers and white collars—sixty years ago. R. Cole. Ptr Ink 133:93-4+ D 24 '25
Has the advertiser the right to edit copy? Ptr Ink M 11:47-8 D '25
He obeyed the copy writers; satire. C. T. Hubbard. Ptd Salesmanship 49:248 My '27
Hit your copy stride at the start. J: K. Hildebrand. Ptr Ink 134:65-6+ F 4 '26
Hooey; there should be a society for suppressing it in advertising copy. A. Bradbury. Ptr Ink 140:89-90+ S 8 '27
How common is the common language? M. Droke. Ptr Ink 133:88+ D 3 '25
How Cunard varies appeal to reach each class of prospect. H. P. Borer. il Ptr Ink M 14:34+ My '27
How shall we put more pull into our advertising for 1928? R. Giles. Adv & Sell 9:23-4+ O 5 '27
How to frame an appeal for Mr & Mrs Average. J: A. Murphy. Ptr Ink 135:41-2+ Ap 29 '26
How valuable is blah? C: A. Bates. Ptd Salesmanship 46:597-8 F '26
Ideas, not words, won leadership in this industrial market; International combustion engineering corporation. R. Perry. il Sales Management 13:125-6+ Jl 23 '27
The idea's the thing. C. P. Russell. Ptr Ink 135:57-8+ Je 3 '26
If we must have conversational copy. D. Gridley. Ptr Ink 138:156+ Mr 31 '27
Importance of not being too earnest. M. Switzer. Ptr Ink M 12:23-4+ Ap '26
Instructions to an agency writing staff. F. R. Feland. Ptr Ink 136:69-70 Jl 22 '26
Is copy writing a craft or a business? B. Avery. Ptr Ink 135:117-18 My 6 '26
It doesn't sound right. A. H. Little. Ptr Ink M 14:86+ Ap '27
The kind of slang to use in advertising. E: Pousland. Ptr Ink 135:153-4 Je 10 '26
Lawyer provides a copy tip. A. L. Townsend. Ptr Ink 135:204-5+ Ap 8 '26
Lingo or life in copy? R: Surrey. Ptr Ink M 12:50+ Ap '26
Literature or logic as a copy guide? E. K. Mitchel. Ptr Ink M 13:80+ D '26
Long versus short copy. J. D. Woolf. Ptr Ink 135:117-18+ Ap 29 '26
Make a present to the public in your advertising. J: H. Hawley. Ptr Ink 135:3-4+ Ap 1 '26
Making more money in advertising. W. R. Hotchkin. 273p W. R. Hotchkin, 56 Warren Place, Montclair, N.J. '26
Making the hard-to-believe announcement believable; spotless to water silks. Ptr Ink 135:183-4 Ap 22 '26
Making words work for you. T: L. Masson. Ptr Ink M 12:37-8+ Mr '26
The march of progress as an advertising theme. A. L. Townsend. Ptr Ink 138:141-2+ Ja 20 '27
Masters of advertising copy. J. G: Frederick. 392p Frank-Maurice, inc., New York '25
Mrs O'Grady and the Colonel's wife may be sisters, but— suit copy to prospects and mediums. D. Gridley. il Ptr Ink M 15:34-5+ S '27
"Mmm! That smells good!" vs. "What a fragrant aroma!" J. Paige. Ptr Ink 136:41-2+ Jl 29 '26
Monosyllables, etc. T. Watson. Adv & Sell 9:27+ S 21 '27
New art of writing effective advertisements. H. N. Casson. Ptd Salesmanship 46:581-2 F '26
Next in line but never chosen; how promotions are decided upon—as pictured by some current advertisers. L. G. Sherman. Ptr Ink 139:85-6 My 19 '27
Nick the mean—a copy slogan; fear of big words. S. K. Wilson. Ptr Ink 136:41-2 Jl 15 '26
No need to apologize for alliteration's odor, Mr Heywood. W. E. Kraft. Adv & Sell 9: 38+ S 21 '27
Not bad. S. K. Wilson. Ptr Ink 135:156-7 Ap 22 '26
Odd vs. even digits; which has the greater attention value? N. Lewis. Ptr Ink 133:36 D 24 '25
Once more, a liability becomes an opportunity; Baltimore & Ohio railroad advertising. Ptr Ink 136:58+ Ag 26 '26
Oranges and lemons. J: Clayton. il Ptd Salesmanship 47:424-6 Jl '26
Phrases can be too fresh. C. Wagener. Ptr Ink 139:175-6 My 26 '27
Pianissimo for the imperative. J: K. Hildebrand. Ptr Ink 134:10+ Mr 18 '26
Plea for imagination in industrial advertising. M. L. Wilson. Ptr Ink 134:121-2+ F 4 '26
Plea for the intellectual high diver. R. Crothers. Ptr Ink 133:89-90+ N 26 '25
Power of description. H: C. Walker. Ptd Salesmanship 49:145-6 Ap '27
Proper word—at the proper time—in the proper place. A. Bradbury. Ptr Ink 138:49-50+ F 10 '27
Putting more consumer interest in consumer copy; Campbell soup advertising. Ptr Ink 136:165+ S 23 '26
Quarrel for attention. R. Dickinson. Ptr Ink 135:81-2+ Ap 15 '26
Rating system for words in advertising copy. R: Surrey. Ptr Ink 134:105-8+ Mr 11 '26
Reënforcing advertisements with hows, whats, whys, and whos. A. T. Moore. Ptd Salesmanship 49:245-7 My '27
Removing the froth from advertising. T. Dartnell. Ptr Ink 140:117+ Jl 28 '27
Salesman complains about his firm's advertising. W. R. Heath. Ptr Ink 136:137-8+ Jl 22 '26
Salesmen who sell themselves instead of their goods; advertising copy so attractive that it fails to sell. A. H. Deute. Ptr Ink 138: 112-13+ F 17 '27
Scribbling becomes a copy angle. il Ptr Ink 139:49-50+ Ap 28 '27
Scrimshaw copy. A. Bradbury. Ptr Ink 141: 69-70+ O 20 '27
Self-imposed discipline for copy writers. R: Surrey. Ptr Ink 137:49-50+ N 4 '26
Seven sources of industrial copy ideas. F: Kammann. Ptr Ink 137:137-8+ D 23 '26
Shooting at the stars—and missing the back fence. C. B. Larrabee. Ptr Ink M 12:28-9+ Ap '26
Shunning Shakespeare! R: Surrey. Ptr Ink 133:17-20 N 19 '25
Sign-on-the-dotted-liners in the copy department. S. K. Wilson. Ptr Ink M 12:84+ Mr '26
Sit in the bleachers occasionally. R. Hawley. Ptr Ink 140:41-2 Ag 11 '27
Socratic or didactic copy? R: Surrey. Ptr Ink 136:73-6+ Jl 8 '26
Some sins of the business-paper copy writer. A. T. Moore. Ptr Ink 136:60+ S 16 '26
Soo Ling—an advertising story that was never told. L. E. McGivena. Ptr Ink 136: 130 Jl 1 '26
Speaking of sincerity in copy. A. Bradbury. Ptr Ink M 13:142+ N '26

ADVERTISEMENTS—Copy—*Continued*
Specifics—how research digs them out. E. K. Mitchel. Ptr Ink M 12:81+ Ja '26
Study emphasis in advertising copy. A. Bradbury. Ptr Ink 140:152+ Jl 28 '27
Style in advertising copy. L: W. Larsen. Inland Ptr 78:578-9 Ja '27
Tearing a passion to tatters. J: B. Opdycke. Ptr Ink M 13:57-8 Ag '26
Telling picture stories with word pictures; reprinting letters in advertisements. M. Gross. il Ptd Salesmanship 49:317-20 Je '27
That versatile fellow, Paul Revere. T: A. Baggs. Ptr Ink 140:121-2 Ag 25 '27
Theory—that golden maze; purpose of an advertisement. S. K. Wilson. Ptr Ink 140:66+ Jl 21 '27
Thickening the copy broth. R: Surrey. Ptr Ink M 12:50+ Ja '26
To a certain iron works, Chicago, Ill. H. B. Campbell. Ptd Salesmanship 48:47-8 S '26
Was Elbert Hubbard an advertising man? F. R. Feland. Ptr Ink 136:73-4+ Ag 12 '26
Way to start a piece of copy is to start. R: Surrey. Ptr Ink 140:124+ Ag 18 '27
We have with us again: long copy vs. short copy. C. C. Casey. Ptr Ink 139:162+ Je 9 '27
What are we poor copy writers to do? A. G. Dugan, jr. Ptr Ink M 12:41+ Ja '26
What is a good advertisement? E. L. Cord. il Ptr Ink M 14:35-6+ My '27
What price brains in copy? W. R. Hotchkin. Adv & Sell 8:19-20+ Ja 12 '27
When sales arguments are in the way; is it worth while to emphasize leadership and other intangibles? B. F. Berfield. Ptr Ink 140:89-90+ S 22 '27
When shall the advertising appeal be changed? Sweet-Orr & company. R. Crothers. Ptr Ink M 12:23-4 Ja '26
When "trick" copy is justified. A. E. Nealy. il Ptr Ink 136:76+ S 30 '26
Who orders dull copy? F. R. Feland. Ptr Ink 139:89-90+ Ap 28 '27
Why copy writers can't take outside exercise. W. K. Kohn. Ptr Ink 138:79-80 Mr 3 '27
The why of reason why copy. A. D. Lasker. Ptr Ink 136:33-4+ Ag 19 '26
Why pick on the poor copy writer? C: S. Knapp. Ptr Ink 133:34+ O 22 '25; Reply (Richest soil in the philological universe). S. K. Wilson. 133:42+ N 12 '25
Why Studebaker uses long copy. M. F. Rigby. Ptr Ink 136:159-60 Jl 15 '26
Why the president should devote more time to his advertising. L. McCampbell. Ptr Ink 135:41-2+ Ap 15 '26
Words that bleed. A. H. Little. Ptr Ink 137: 89-90+ N 25 '26
Words that move. A. H. Little. Ptr Ink 136: 65-6+ S 30 '26
Work of an advertising copy critic. T. H. B. Whipple. Ptr Ink 136:152+ Ag 19 '26
Worked-to-death words. Ptr Ink 137:151-2 D 16 '26
Write the way you talk when you write your ads. J: D. Blaine. il Business 8:22-4+ My '27
Writing advertising. J. D. Woolf. 287p Ronald press '26
Writing interesting advertisements. F. B. Porter. Am Gas J 125:45-7 Jl 17 '26
Your plant may make good advertising material. W. R. Heath. il Ptr Ink 139:97-8+ Ap 28 '27

See also Advertisements—Testing; Advertisements, Humorous; Advertisements, Pictorial; Trade marks—Advertising

Copyright

See Copyright—Advertisements

Coupons

Build the coupon around the goods. D. Morris-Jones. Ptr Ink 136:65-8 Ag 26 '26
Cash-value coupon needs careful handling. Ptr Ink 136:57-8+ S 9 '26
Couponized advertising from the receiving end. A. Mittman. Ptr Ink 134:33-4 F 25 '26
How to test copy. E. T. Gundlach. Ptr Ink 138:17-20 Mr 3; 80, 85-6+ Mr 10 '27
Making the coupon more attractive. W. R. Heath. Ptr Ink 135:57-8+ Ap 22 '26
Newspaper advertising takes the gamble out of sampling; Climalene company. E: T. Caswall. Ptr Ink 137:10+ D 16 '26
Some misconceptions of utility advertising. H: Obermeyer. Gas Age 60:549-50 O 8 '27
Use and misuse of coupons. E. T. Gundlach. Ptr Ink 137:33-4+ O 7 '26
What the coupon brings. il Ptd Salesmanship 48:125-9, 224-32, 329-35, 419-25, 515-23; 49: 35-40, 131-6, 229-35, 335-43, 437-43, 525-30; 50:49-55, 151-2+ O '26-O '27 (to be cont)
When shall I use a coupon? E. T. Gundlach. Ptr Ink 138:3-4+ Ja 6 '27
When to use coupons—and when not to. V. R. Bliss. Ptr Ink 137:51-2 D 9 '26
Why the post office limits the size of coupons. Ptr Ink 137:108+ D 23 '26

Craftsmanship appeal

Craftsmanship as the advertising appeal. R. Crothers. il Ptr Ink M 12:27 F '26
Ljunquist, Chartier, Crocker, et al—copy characters extraordinary. Ptr Ink 136:122+ Ag 26 '26
Taking craftsmanship to market; Rookwood pottery. R. Dickinson. Ptr Ink M 12:33-4+ My '26
When the dealer makes a sale, this display card goes with the goods; Swiss-Craft furniture. il Ptr Ink M 13:104+ O '26

Curiosity appeal

Ask the reader a question—then answer it. A. L. Townsend. Ptr Ink 141:205-6+ O 6 '27

Dealer helps

See Advertising—Dealer helps

Emotional appeal

Master-motives of sentiment and emotion. H. N. Casson. Ptd Salesmanship 48:219-20 N '26
Submerging the product in the sentimental appeal; Hendryx bird cages. Ptr Ink 135: 176+ My 13 '26

See also Advertisements—Human interest appeal

Fashion appeal

Appeal to the master-motive of imitation. H. N. Casson. Ptd Salesmanship 49:27-9 Mr '27
Can sales and advertising strategy keep a style product always in fashion? E. B. Earhart. Sales Management 11:275-6+ Ag 21 '26
Carrying the style theme from national advertising down to counter displays. C: Geoffrey. il Ptr Ink M 15:84 Jl '27
Fitting the high hat on the low-brow product. M. Gross. il Ptd Salesmanship 50:42-4 S '27
Giving a new meaning to the style argument; the Weyenberg style guild. F. J. Tolford. il Ptr Ink 137:189-90+ O 14 '26
How we avoided competition in a crowded field; Federal pressed steel co. sells automobile bumpers. F. C. Burnett. Ptr Ink 135: 17-20 My 6 '26
Including the Scandinavian; proving that women are reached by a style appeal. G. Walton. Ptr Ink M 15:49-50+ Ag '27
Keeping advertising in step with fashion trends; Vanity Fair silk mills. R. Cole. il Ptr Ink M 13:33+ Ag '26
Style created our advertising; Shawmut woolen mills. I. A. Wyner. il Ptr Ink 138:133-4+ F 10 '27
Why all this high-hattery? H. K. Dugdale. Ptr Ink 135:82+ My 6 '26
Why Kayser uses newspapers to feature style as news. G. Walton. il Ptr Ink M 14:27-8+ My '27

Fear appeal

See Advertisements—Negative appeal

ADVERTISEMENTS—*Continued*

Figures and statistics

Figures as advertising material. B. MacMurray. il Adv & Sell 9:38+ Jl 27 '27

Graphs

Adding warmth to cold facts. E. C. Riedel. il Ptd Salesmanship 47:521-7 Ag '26
Put pictorial interest into the peaks and valleys. E. P. Hermann. il Ptr Ink M 14:40-1+ Ap '27
Talking big figures. E. P. Hermann. il Ptr Ink M 14:46-7 My '27

Happiness appeal

Pursuit of happiness. E. E. Calkins. Ptr Ink 135:3-4+ Je 3 '26

Headlines

And now, as to headlines—. A. T. Moore. Ptr Ink 134:106+ F 11 '26
Don't limit the headline to six or eight words. A. H. Little. Ptr Ink 138:184+ Ja 27 '27
Give the headline a layout of its own. Ptr Ink 133:64-6 D 31 '25
Hand-drawn headlines for newspaper copy. W. L. Larned. il Ptr Ink 137:79-80+ N 4 '26
Headlines and headlines. A. H. Little. il Ptr Ink M 12:28-9+ F '26
Headlines that make indifferent pictures different. A. L. Townsend. Ptr Ink 134:49-50+ Mr 25 '26
Headlines that spell action. W. L. Larned. il Ptr Ink 141:123+ N 3 '27
Headlines with hooks for busy newspaper readers. J: T. Bartlett. Gas Age 58:410+ S 18 '26
How many headlines should an advertisement have? A. L. Townsend. Ptr Ink 136:133-4+ Jl 1 '26
Missed opportunities in headings. E. C. Riedel. Ptd Salesmanship 48:235-6 N '26
Pictorial headline is now all the rage. il Ptr Ink 137:129-30+ D 2 '26
Pictorialized headlines are popular. W. L. Larned. il Ptr Ink 139:117-18+ Ap 14 '27
Some of the fundamentals of headline writing. R. McKinley. Adv & Sell 9:36+ O 5 '27
Vitalizing headlines. G. P. Farrar. il Ptr Ink 15:46-7+ Jl '27
Weaving the headline into the picture. W. L. Larned. Ptr Ink 135:105-6+ Ap 22 '26
What questions make good headlines. H. B. Winsor. il Bankers M 113:378-82 S '26
What shall the heading be? D. E. Stetson. Ptd Salesmanship 49:150-2 Ap '27
When can the headline be omitted? W. R. Heath. Ptr Ink 138:109-10+ Ja 13 '27
When does a caption outlive its usefulness? R. Giles. Adv & Sell 9:32+ Ag 24 '27; Same. Gas Age 60:454+ S 24 '27

Health appeal

Advertising—arch enemy of poverty and disease. R: Surrey. Ptr Ink 133:49-50+ D 10 '25
Getting a constructive slant on home remedies. il Ptr Ink 139:107-8 My 5 '27
How a change in copy boosted sales; the See-why company. Ptr Ink 136:90 Jl 15 '26

Historical interest

Developing the home town atmosphere in newspaper copy. il Ptr Ink 139:154+ Je 2 '27
History as a copy angle. Ptr Ink 134:110 Mr 4 '26
History as a factor in good-will advertising. D. Gridley. il Ptr Ink M 12:44-5+ Ja '26
How Bridgeport Brass made industrial advertising interesting. Sales Management 10: 899-900+ Je 12 '26
Is historical copy passé? J. A. Lutz. Ptr Ink 135:166+ Je 10 '26
Recent historical-theme copy takes on new flavor. Ptr Ink M 12:63+ Ap '26
Unselfish note in industrial advertising; khaki industry. Ptr Ink 135:107 Ap 29 '26
Why not indulge in a little reminiscing? W. L. Larned. Ptr Ink 135:137-8+ Je 17 '26

Human interest appeal

Dramatic incident as a theme for industrial copy. B. Chapple. Ptr Ink 134:81-2+ Ja 28 '26
Human interest in bank advertising. D. Gridley. Ptr Ink M 14:30+ Ap '27
Human touch in printed salesmanship. H. N. Casson. Ptd Salesmanship 48:27-8 S '26
Personality forms the basis for this newspaper campaign; Alice Foote MacDougall coffee. il Ptr Ink 139:105-6 Ap 21 '27
Plain words for plain folks. R. Dickinson. Ptr Ink 138:67-8 Ja 13 '27
Tell the story of the goods. H. N. Casson. Ptd Salesmanship 49:411-12 Jl '27
This thing called human interest. M. Droke. Ptr Ink 134:92-3+ Mr 25 '26
What kind of advertising will the dealer use? Ptr Ink 141:182+ O 6 '27
When the copy writer turns characterizer. A. L. Townsend. Ptr Ink 134:183-4 Mr 4 '26

Illustrations

See Advertisements, Pictorial

Keying

Analysis of keyed returns. M. Freyd. Harvard Business R 4:313-18 Ap '26
Editorial policies make or break pulling power of advertising. R. K. Wadsworth. Sales Management 10:265-6 F 20 '26
How long does an industrial advertisement live? H. W. Dearing. Ptr Ink 141:137-8+ O 27 '27
How we know which advertisements pay. P. V. Barrett. System 50:756+ D '26
Self-keyed coupons. C. D. Beckman. Ptr Ink M 12:61 Mr '26
What we have learned from seven years of keyed advertising. H. P. Roberts. Sales Management 10:245+ F 20 '26

Language

On "a nice derangement of epitaphs." J: B. Opdycke. Inland Ptr 78:53-5 O '26
Tromite corporation advertising gives immigrants lessons in English. Ptr Ink 134: 115-16 Mr 4 '26
Will translations require more or less space than originals? Ptr Ink 136:36 S 9 '26

See also Advertisements—Copy

Layout

Any place—except the top. G. P. Farrar. Ptr Ink M 14:25+ Ap '27
Bridging the gutter; make-up of double-page spread. E. P. Hermann. il Ptr Ink M 13:36-7 O '26
Dare to be different in layouts. A. L. Townsend. Ptr Ink 135:174+ My 20 '26
Designing the advertisement decoratively. W. L. Larned. il Ptr Ink M 12:38-9+ F '26
Do advertisements carry too much freight? Graybar inter-phone campaign. S. Senzer. Ptr Ink 139:105+ Je 9 '27
Dolling up your ads with straight lines. W. Piper. Pet Age 17:30-1 Mr 1 '26
Find odd nooks for the type set-up. W. L. Larned. il Ptr Ink 136:97-100 S 30 '26
Going the limit in newspaper display. W. L. Larned. Ptr Ink M 14:43-4 F '27
Hot spot in printed salesmanship. B. C. Reber. Inland Ptr 80:49-50 O '27
How much text—pictures—white space—in industrial advertising? W: E. Kerrish. Ptr Ink M 14:58+ Je '27
Individuality in newspaper layout. W. H. Keeney. il Ptr Ink M 12:26-7+ Ja '26
Larkin reduces cost per inquiry 25 per cent. W. Bates. Ptr Ink 134:10+ F 4 '26
Layouts that give individuality to business-paper copy. W. L. Larned. Ptr Ink 136: 161-2+ Ag 26 '26
Lead the eye into the copy—not away. W. L. Larned. Ptr Ink 134:137-8+ F 18 '26
Let the illustration pave the way for the typography. W. L. Larned. il Ptr Ink 138: 150+ Ja 13 '27
Life vs. lingo; a note on dynamic equilibrium. R: Surrey. Ptr Ink 136:3-4+ S 9 '26

ADVERTISEMENTS—Layout—*Continued*
Macy's develops an innovation in department store copy. Ptr Ink 135:190+ Ap 22 '26
Making layouts without pencil or pen. G. P. Farrar. il Ptr Ink M 14:44-5+ My '27
Off-the-circular. H. Blauvelt. il Ptr Ink M 14: 73-4 Ja '27
Off-the-horizontal. H. B. Bellis. il Ptr Ink M 13:24-5+ Ag '26
Psychology of make-up. T. Masson. Ptr Ink M 15:71-2+ Jl '27
Putting the newspaper layout house in order. W. L. Larned. Ptr Ink 135:133-4+ Ap 29 '26
Show me another. G. P. Farrar. il Ptr Ink M 14:32-3+ Je '27
Straight lines lead the way to novel layouts. il Ptr Ink 137:129-30+ D 9 '26
Unusual layouts for ordinary products. il Ptr Ink 138:141-2+ Mr 17 '27
Unusual layouts for the perpendicular advertisement. W. L. Larned. il Ptr Ink 139:146+ My 5 '27
Visualizer grows revolutionary. Ptr Ink 134: 145-8 Mr 18 '26
What are the units of advertisement construction? G. P. Farrar. Ptr Ink M 14:34-5 Mr '27
What shape shall the illustration take? Ptr Ink 136:25-6+ Ag 5 '26
What should the copy man know about layout? J. H. Rosenfeld. Ptd Salesmanship 47:426-8 Jl '26
What should the layout man know about copy? J. H. Rosenfeld. Ptd Salesmanship 48: 433-4 Ja '27
Where, oh, where are artists who understand layout? F. S. Rieder. Ptr Ink 136:99-100 Ag 19 '26
See also Advertisements—Typography

Listing of dealers
Our dealers doubled our advertising lineage this year. P: Sampson. Sales Management 12:311-12+ F 19 '27

Local pride appeal
Back home copy appeal. R. Crothers. Ptr Ink 133:131-2 D 3 '25
Buy-at-home campaign that is different; copy addressed to employees of specific home industries. B. A. Grimes. il Ptr Ink M 14: 78 F '27
Don't say England; say Britain. A. Stote. il Adv & Sell 9:34+ My 4 '27
Reason-why buy at home newspaper campaign. Ptr Ink 138:49-50 F 24 '27

Locality appeal
Our country, one and divisible. J. H. Collins. Ptr Ink M 13:40-2+ Jl '26

Location of business
See Location (in business)—Advertising

Measurement
See Advertisements—Testing; Milline

Name plates
Don't let the name plate shout too loudly. il Ptr Ink 140:148+ S 22 '27
Finding new ways to emphasize the name plate. W. L. Larned. il Ptr Ink 136:89-92 S 16 '26
Signature plates in printing. Inland Ptr 76: 430 D '25

Negative appeal
Am I really as bad as all that? W. R. Heath. Ptr Ink M 13:89-90 O '26
Consolatory advertisements. G. Morris. Ptr Ink M 14:138-9+ Mr '27
Drama takes the gloom out of negative copy; little playlets are used in campaign for the Pacific mutual life insurance company of California. Ptr Ink 140:144+ Ag 18 '27
Give the negative appeal a chance. Ptr Ink 136:167-8 Ag 26 '26
Good old school of scare-'em-stiff. M. Gross. il Ptd Salesmanship 49:221-4 My '27
Illustrations help make negative copy pleasant. W. L. Larned. Ptr Ink 140:178+ S 15 '27
Is "mammy" telling too many ghost stories? W. L. Larned. Ptr Ink 136:57-60 S 23 '26
Let humor take the sting out of negative advertising. W. L. Larned. il Ptr Ink 137:93+ O 28 '26
Low-down on "scare" copy. Ptr Ink 139: 169-70+ My 26 '27
Negative advertising decidedly in the ascendancy. Ptr Ink 134:137-8+ F 4 '26
Not to scare. H. C. Wilson. Adv & Sell 10: 34+ N 2 '27
Only and not only; a complaint as to negative inversion in copy. R: Surrey. Ptr Ink M 13: 57-8+ O '26
Strength of the negative appeal. G. Beynon. Ptr Ink M 14:69-70 My '27
To scare, or not to scare? L. G. Sherman. il Adv & Sell 9:40+ O 5 '27
When is it best to use a negative appeal? Dexter rubber manufacturing company gives a humorous slant. M. Hastings, jr. Ptr Ink 135:41-2+ Je 3 '26

News interest
Give newspaper readers the sort of advertising they want. L. C. DeVeaux. Ptr Ink 139:165-6 My 19 '27
Give them vicarious adventure. A. B. Cook. il Burroughs Clearing House 11:17-18+ Ja '27
How advertisers capitalized Lindbergh flight. Sales Management 12:1154 Je 11 '27
Newspaper advertiser makes close tie-up with polar flight news; Vacuum oil company. Ptr Ink 135:100+ My 20 '26
Newspaper illustrations profit by dramatic scenarios. il Ptr Ink 139:49-50+ My 12 '27

Novelty appeal
See also Advertising novelties

Ownership appeal
Appeal to the instinct of ownership. H. N. Casson. Ptd Salesmanship 48:315-16 D '26

Patriotic appeal
Why the British buy-at-home campaign appears doomed to fail. Ptr Ink 137:193-4+ D 16 '26

Popularity appeal
Wallflower school of advertising, or, how to become popular. J: L. Scott. il Sales Management 11:805-6+ N 13 '26

Price justification
Retailer advertises his percentage of profit. Ptr Ink 140:113-14 Jl 14 '27

Price quoting
Growing tendency to quote prices in advertising. Ptr Ink 137:72 D 9 '26
Once again: why not advertise the retail price? C: G. Muller. Ptr Ink 137:116-17+ D 16 '26
Price advertising with the manufacturer as an ally. D. M. Hubbard. Ptr Ink 133:57-8+ D 31 '25
Price as a talking point in industrial equipment copy. Ptr Ink 134:129-30 F 11 '26
Shall we compare prices? B. G. Priestley. Business 8:56-7+ Je '27
When to advertise the net or list price to dealers. Ptr Ink 134:68 Ja 28 '26
See also Catalogs—Price quoting

Pride appeal
Defense of swank in illustration. W. L. Larned. il Ptr Ink 138:77-8+ F 3 '27
Pictures—a commercial necessity; profits in pride. H. Highet. il Ptd Salesmanship 47: 435-8 Jl '26

Protection
What can be done to safeguard unprotectable ideas? Ptr Ink 138:52+ Mr 10 '27

ADVERTISEMENTS—*Continued*

Puzzles

Building sales and good-will through unusual methods. A. S. Myers. Ptr Ink M 15:65+ N '27

Quality appeal

Advertising of standardized goods an aid to buyer and maker. Ptr Ink 140:164+ Ag 18 '27

Blue Goose creates consumer good-will for the retailer. J. S. Crutchfield. Ptr Ink 136:121-4+ S 16 '26

Broadening the markets for quality products. W. L. Houghton. Ptr Ink 134:17-20 F 25 '26

Dietz quality reflected in newspaper advertising. R. G. Gardner. Ptd Salesmanship 47:46-8 Mr '26

Finding a new selling feature in a crowded field. D. Gridley. Ptr Ink 135:41-3 My 27 '26

Finding a top place in an over-crowded industry; H. D. Lee mercantile company. E. D. Voorhis. Ptr Ink 136:17-20 Jl 22 '26

Getting dealers to push the items of higher price. R. Cole. il Ptr Ink 139:77-8+ My 5 '27

How Buxton is meeting price competition. R. Cole. il Ptr Ink 139:93-4+ My 12 '27

Keeps product out of price class and sales quadruple; Atlanta tent and awning company. Ptr Ink 140:88 Ag 18 '27

Kraft cheese shows how to tame the substitution menace. J: H. Kraft. Ptr Ink 138:41-2+ Ja 13 '27

Master-motive of ambition. H. N. Casson. Ptd Salesmanship 48:411-12 Ja '27

Montgomery Ward's new tactics in mail order advertising. il Sales Management 12:889 My 14 '27

Now our dealers are not afraid of low price competition; Eagle shirts. S. H. Gerritt. Sales Management 12:1107-8+ Je 11 '27

Quality: an overworked theme. C: A. Bates. Ptd Salesmanship 47:145-6 Ap '26

We'll pay you if you buy competitive brands. T: Russell. il Ptr Ink 141:10+ O 6 '27

Why France and perfume are synonymous. M. L. Wilson. Ptr Ink 135:49-50 My 13 '26

Why Knox advertises a new style straw in August. Ptr Ink 140:10+ Ag 11 '27

Why "made in Canada" persists in Canadian advertising. J: L. Love. il Ptr Ink 138:105-6+ Mr 24 '27

Winning dealer support for a national campaign. A. H. Van Voris. il Ptr Ink 139:113-16 My 5 '27

Rating

Rating scales for left wheel attachers. C. B. Larrabee. il Ptr Ink M 12:26-8+ My '26

Repetition

Repetition is the very essence of advertising. J: A. Murphy. Ptr Ink 134:49-50+ Ja 28 '26

We use the same letter on the same list again and again. E. J. Heimer. Ptr Ink 135:10+ My 27 '26

Wrigley's advertising formula: don't get in a rut! D. M. Hubbard. il Ptr Ink 138:33-4+ Ja 27 '27

Romance appeal

When the skirts of romance brush industry. W. L. Larned. il Ptr Ink 139:152+ Je 23 '27

Safety appeal

Appeal to the master-motive of security. H. N. Casson. Ptd Salesmanship 48:507-8 F '27

Signatures

Is the signed advertisement any good? J. B. Gray. Inland Ptr 79:990-1 S '27

Signatures and slogans. S. J. Vogan. Ptd Salesmanship 48:236-8 N '26

We have with us again—should advertising be signed? F. Romer. Ptr Ink 135:164-5 My 6 '26

See also Advertisements—Name plates

Size

What size space shall we use? M. Martin. Ptr Ink 140:3-4+ Ag 18 '27

Which costs more per inquiry—large or small space? Ptr Ink 141:25 O 27 '27

Why not be interesting instead of dominating? F. R. Coutant. Ptr Ink 140:69-70+ S 8 '27

See also Advertisements, Small space

Small space

See Advertisements, Small space

Specimens

Advertising analyzed. R. Ruxton. Published in monthly numbers of Printed salesmanship. Discontinued September, 1927

Continuous competition. Ptd Salesmanship 47:347-9 Je '26

Review of newspapers and advertisements. J. L. Frazier. Published in monthly numbers of Inland printer

Teaser copy

Blind ads produce 4,000 dealer inquiries in three weeks. D. G. Baird. il Sales Management 10:111-12 Ja 23 '26

Our get-acquainted-kit gives the small dealer a varied line; I. B. Kleinert rubber company. R. K. Guinzburg. Ptr Ink M 14:122+ Mr '27

$20,000 mystery campaign pulled $6,000,000 worth of business. F. E. Moskovics. Sales Management 11:21-2 Jl 10 '26

Williamson plan of introducing a new product; separate sales force and teaser advertising. il Sales Management 10:1007-8+ Je 26 '26

Testimonials

All is not smooth sailing for cigarette advertisers. il Sales Management 12:434+ Mr 5 '27

De Laval gives a new turn to testimonials. C: Geoffrey. Ptr Ink M 13:72+ Ag '26

Is the bought-and-paid-for testimonial harming advertising? D. M. Hubbard. Ptr Ink 137:3-4+ D 9 '26

Melachrino enlists nobility in new campaign. Ptr Ink 134:60 F 4 '26

Now every satisfied customer goes to work for Buick; emblems for car owners. il Sales Management 12:144+ Ja 22 '27

Our customers provide us with our advertising material. W. P. Hanson. il Ptr Ink 138: 73-4+ Ja 13 '27

Proper use of testimonials. Ptr Ink 140:104 Jl 28 '27

Quaker Oats reverses a copy trend. Ptr Ink 136:10+ Ag 5 '26

Regarding the paid for testimonial. E. E. Wilson. Adv & Sell 9:40+ Je 29 '27

Retailer directs manufacturer to live copy angle; the Cantilever corporation. Ptr Ink 135:117-18 My 13 '26

Using users to get new business. E. J. Heimer. Ptr Ink M 13:80 O '26

What is the paid-for testimonial worth? E. E. Calkins. Adv & Sell 9:20 Je 15 '27

Testing

Analysis of keyed returns. M. Freyd. Harvard Business R 4:313-18 Ap '26

Applying the scientific test to advertising returns. R. Quinlan. Adv & Sell 9:28+ S 21 '27

Copy tests that don't prove a thing. A. R. Hopper. Ptr Ink 137:168+ O 14 '26

Eighth grade's idea of readable copy; the paving brick industry tried out its semi-technical copy on a rural school. il Ptr Ink 140:49-50+ Jl 28 '27

Fashion—the dark horse of modern textile merchandising. P. White. Textile World 72: 1407-10 S 10 '27

How to measure the pulling power of your advertisements before they appear. R: B. Franken. Ptr Ink M 15:74+ S '27

How to test copy. E. T. Gundlach. Ptr Ink 138:17-20 Mr 3; 80, 85-6+ Mr 10 '27

I tackle a tooth paste. C. C. Hopkins. Adv & Sell 9:22+ O 19 '27

ADVERTISEMENTS—Testing—*Continued*
An investigation of attention to advertisements. H. K. Nixon. 36p Columbia univ. press, New York '26
Testing the copy appeal. C. C. Hopkins. Ptr Ink 139:58+ My 19 '27
What we have learned from seven years of keyed advertising. H. P. Roberts. Sales Management 10:245+ F 20 '26

Thrift appeal

Increasing the size of the consumer's purchase. T: F. Walsh. il Ptr Ink M 11:31-2+ D '25
Making small units sound big in sales arguments. Sales Management 11:422+ S 18 '26

See also Bank advertising

Time saving appeal

Father Time becomes an important copy character. Ptr Ink 134:194+ Ja 14 '26

Typography

A. B. C. of spectacular newspaper display. Ptr Ink 133:132+ N 26 '25
Advertisers prefer blondes. W. L. Larned. Ptr Ink 134:141-4 Mr 25 '26
Animation in typography. E: C. Sterry. il Inland Ptr 76:580-4 Ja '26
Beware the tint background. W. L. Larned. Ptr Ink 140:65-6+ Jl 28 '27
Blue note in typography. G. Dexter. Inland Ptr 78:416 D '26
Bright, bright lights and bold, black type! A. J. Fehrenbach. il Inland Ptr 79:240 My '27
Doing the unusual in newspaper typography. W. L. Larned. Ptr Ink 136:69-72 Ag 19 '26
For strength, concentrate. J. L. Frazier. il Inland Ptr 79:593-4 Jl '27
Furnish a chart as well as the copy. G. P. Farrar. Ptr Ink M 14:35+ F '27
Government post cards as bearers of sales messages. J: T. Bartlett. il Ptd Salesmanship 48:141-3 O '26
How much space will copy occupy when set in type? B: H. Miller. Ptr Ink M 13:83-4+ O '26
How the newspaper banishes ugliness; New York Times. A. J. Fehrenbach. il Inland Ptr 80:103-4 O '27
Is your advertisement typographically shy? J. L. Frazier. il Inland Ptr 80:241-2 N '27
Making type alone tell the story. A. A. Shields. Bankers M 112:253-6 F '26
Mobilizing the arrow. E. P. Hermann. il Ptr Ink M 13:64+ Jl '26
New York Times typographical standards. 3d ed. 83p New York Times, New York '27
Newspaper advertising typography. 126p New York Times, New York '25
Practical use of initials. R. C. MacMahon. il Ptr Ink M 14:37+ Ap '27
Putting initials and initial words to work. Ptr Ink 136:103-4+ Ag 12 '26
Putting typography through new paces. A. L. Townsend. Ptr Ink 134:149-50 Ja 7 '26
Selling the printed story. E. C. Riedel. il Ptd Salesmanship 46:462-7 Ja '26
Spice at a low price. G. P. Farrar. Ptr Ink M 15:36+ S '27
Table of measures for typographical desk-pounding. R. Douglas. Adv & Sell 9:30+ Je 29 '27
Tapping mental associations in advertising art. H. Blauvelt. il Ptr Ink M 15:42-3+ S '27
Tempting the eye with better typography. Ptr Ink 134:157+ Mr 11 '26
Typographic brackets in advertising. J. C. Hertzog. il Ptd Salesmanship 48:324-5 D '26
Typographical economy that defeats its own purpose. A. R. Hopper. Ptr Ink M 12:40-1+ Mr '26
Typography has broken through its fences. W. L. Larned. il Ptr Ink 139:159-60+ My 26 '27
Typography in advertising. J. M. Bowles. Adv & Sell 8:34+ Mr 9 '27
Typography of advertisements. A. R. Hopper. Inland Ptr 76:412-14 D '25
Value of quality printing. G: W. Ward. Inland Ptr 78:616 Ja '27
When advertisements are just so much space. J. L. Frazier. Inland Ptr 77:73-4 Ap '26
Which should be featured: picture or type? Ptr Ink 136:57-8+ Jl 22 '26

See also Advertisements—Headlines; Advertisements—Layout; Advertisements, Small space

Use appeal

Helping the consumer to the utmost in the product. F: C. Russell. Ptr Ink 136:133-4+ S 30 '26
How Nicholson file advertises to a dozen markets. C. B. Larrabee. il Ptr Ink M 14:39-40+ Je '27
New name, a new idea, advertising, sell an old product; Dry shampoo comb. Ptr Ink 137:10+ N 11 '26
Now we talk to industrial buyers in their own language; the Trackson company. W. H. Stiemke. il Sales Management 12:1101+ Je 11 '27
Overproduction? Try a few new uses! Columbia yarn increases market. G: Rudisill. il Ptr Ink 136:97-8+ S 16 '26
Readers help to write advertising for Three-in-one oil. N. Lewis. Sales Management 10: 907-8 Je 12 '26
Recipe formula applied to advertising of tools. C. B. Larrabee. il Ptr Ink 139:57-60+ Je 16 '27
What a new-use campaign did for Minute tapioca. E. P. Stone. Ptr Ink 135:25-6+ My 27 '26

See also Instruction in use of product

ADVERTISEMENTS, Classified
Advertising opportunities in classified columns. Ptr Ink 137:150+ D 2 '26
How to sell more space. F: Black. Inland Ptr 79:274-5 My '27

Want ads

Want advertising a sensitive business indicator. W. L. Crum. charts Annalist 27:371-2 Mr 12 '26

See also Employment systems—Advertising

ADVERTISEMENTS, Humorous
A. O. P.—meaning Ancient order of pretzeleers. il Ptr Ink 139:10+ My 5 '27
Anecdote as a copy lead-off. A. L. Townsend. Ptr Ink 134:97-8 Ja 21 '26
Bite yourself an advertisement. R. McKinley. il Adv & Sell 9:21 S 7 '27
British firm profits by its humorous advertising. H. S. Menzies. Ptr Ink 138:33-4+ F 24 '27
Even buyers have a funny-bone—why not tickle it? C: J. Basch, jr. Ptr Ink 137:100-1 N 25 '26; Same. Textile World 71:564 Ja 29 '27
Golden touch of humor adds a zest to advertising. J: D. Blaine. Business 8:20-1+ F '27
How to be humorous—though serious. W. Perry. il Ptr Ink M 15:42-3+ Ag '27
Humor enlivens copy in newspaper campaign. G: H. Wicker. Ptr Ink 134:137-8 Ja 28 '26
Humor takes the curse off technical descriptions; the Parks-Cramer company. il Ptr Ink 138:109-10 Ja 6 '27
Humorous copy brings a more desirable type of customer. H. C. North. il Ptr Ink 140:105-6+ S 1 '27
In the days of Sunny Jim. R. Dickinson. Ptr Ink 138:99-100+ Mr 3 '27
Inside facts about the Mustard club. T. Russell. Ptr Ink 137:25-6+ D 30 '26
Jiggety guys speed Knapp Electric's sales. Ptr Ink 133:76+ D 3 '25
Laugh with the public. S. Hopper. Ptr Ink 136:10+ Ag 19 '26
Let humor take the sting out of negative advertising. W. L. Larned. il Ptr Ink 137:93+ O 28 '26
Liven up that technical copy with a little humor. J. T. O'Connor. il Ptr Ink 139:10+ Je 2 '27

ADVERTISEMENTS, Humorous—*Continued*
Making them laugh, then buy. J: L. Love. il Nation's Business 15:36+ Je '27
New selling ideas for the talked-out product; Olympic gasoline reserve quart package. C. W. Chandler. Ptr Ink 136:33-4+ Jl 15 '26
O mirth—O Menzies! A. Stote. il Adv & Sell 8:22 Mr 23 '27
Personal element in advertising. H. G. Nye. Ptr Ink M 14:31-2+ Ja '27
Personality advertising helps sell an industrial product; the Driver-Harris series of superstition advertisements. H. D. McKinney. il Ptr Ink 141:17-20 O 13 '27
Picturesque protean campaign; vernacular copy. W. L. Larned. il Ptr Ink 140:126-7+ Jl 21 '27
Poking fun at the house. J. P. Atwood. il Business 8:12-13+ Ja '27
Readers help to write advertising for Three-in-one oil. N. Lewis. Sales Management 10: 907-8 Je 12 '26
Retailers carry our house organ around in their pockets. G. Adams. Ptd Salesmanship 50:72-4 S '27
Selling power of geniality and humor. H. N. Casson. Ptd Salesmanship 49:123-4 Ap '27
Telling it with smiles. T: Russell. il Ptr Ink M 13:43+ S '26
When is it best to use a negative appeal? Dexter rubber manufacturing company gives a humorous slant. M. Hastings, jr. Ptr Ink 135:41-2+ Je 3 '26
When logic needs help, try ridicule; magazine campaign. il Ptr Ink 140:10+ Jl 28 '27
A whimsical plumber advertises. B. F. Berfield. Ptr Ink 136:154 Ag 26 '26
Why Charlie Chaplin doesn't throw custard pies. A. L. Townsend. Ptr Ink 134:141-2+ Mr 11 '26
You can't be funny with women—and live. M. Wiseman. Ptr Ink M 12:45-6+ My '26

ADVERTISEMENTS, Pictorial
Advertising art, a foundling? H. Blauvelt. il Ptr Ink M 11:84+ D '25
Alice in advertising's wonderland. Ptr Ink 135:125-6+ Ap 15 '26
All-over illustration gains in popularity. il Ptr Ink 135:196+ Je 24 '26
Anecdote and the parallel help tell the industrial story. W. L. Larned. il Ptr Ink 138: 161-2+ F 10 '27
Art in advertising. P. V. Bradshaw. 496p Press art school, London '25
Atmosphere? Forget it. Get idea pictures. il Ptr Ink 134:57-8+ F 18 '26
Be subtle when you use pictorial allegories. W. L. Larned. il Ptr Ink 137:97+ N 11 '26
Before-and-after theme is given new illustrative life. W. L. Larned. il Ptr Ink 139:103-5+ Je 30 '27
Civil engineer criticizes advertising art. S. L. Ohlsson. Ptr Ink M 14:82+ Mr '27
Come-backs for talked-out products. T: Russell. Ptr Ink M 13:46+ Jl '26
Creating new atmosphere for the newspaper campaign. W. L. Larned. il Ptr Ink 140: 141-2+ Ag 4 '27
Defense of swank in illustration. W. L. Larned. il Ptr Ink 138:77-8+ F 3 '27
Designing the advertisement decoratively. W. L. Larned. il Ptr Ink M 12:38-9+ F '26
Detour around the stock picture trail. M. Gross. il Ptd Salesmanship 49:43-5 Mr '27
Don't tie the hands of the artist. W. L. Larned. il Ptr Ink 137:144+ O 14 '26
Dynamic illustration that gives the reader a jolt. W. L. Larned. Ptr Ink 135:129-30+ Je 10 '26
Eye-jolters—that's what advertising art needs. il Ptr Ink 137:179+ N 25 '26
Find odd nooks for the type set-up. W. L. Larned. il Ptr Ink 136:97-100 S 30 '26
Food advertisers aid American art. J: W. Harrington. il Ptr Ink M 14:54+ Ap '27
From facts to imagination in the advertising idea. il Ptr Ink M 12:35 Je '26
Futurism breaks into newspaper advertising art. il Ptr Ink 137:145-6+ N 18 '26
Futuristic monstrosities are all the rage. il Ptr Ink 133:57-8+ N 12 '25
Get people into the catalog picture. B. F. Berfield. il Ptr Ink M 14:48+ My '27
Ghosts for advertisers. Ptr Ink 139:70 Je 9 '27
Giving the advertisement a distinctively new atmosphere. W. L. Larned. il Ptr Ink 139: 161-2+ Ap 21 '27
Going the limit in newspaper display. W. L. Larned. Ptr Ink M 14:43-4 F '27
How aesthetic surroundings step up the desire for possession. F. W. Schnirring. il Ptr Ink M 14:88+ F '27
How big is "large space"? C: G. Muller. Ptr Ink M 14:33+ Mr '27
Illustrations help make negative copy pleasant. W. L. Larned. Ptr Ink 140:178+ S 15 '27
Illustrations which rush out at the reader. W. L. Larned. il Ptr Ink 137:173-5 O 21 '26
Individuality in newspaper layout. W. H. Keeney. il Ptr Ink M 12:26-7+ Ja '26
Is advertising art growing over-sophisticated? M. Towne. Ptr Ink 137:128-9+ N 25 '26
It's pretty—but what else is it? M. Gross. il Ptd Salesmanship 48:435-7 Ja '27
Jules Verne influence in illustrations. W. L. Larned. Ptr Ink 134:69-70+ Ja 7 '26
Keeping advertising in step with fashion trends; Vanity Fair silk mills. R. Cole. il Ptr Ink M 13:33+ Ag '26
Kolossal quality in advertising art. H. Blauvelt. Ptr Ink M 12:30-1+ Mr '26
Let the illustration pave the way for the typography. W. L. Larned. il Ptr Ink 138:150+ Ja 13 '27
Let the series picture tell your story. T: F. Walsh. Ptr Ink M 12:39+ Mr '26
Life vs. lingo; a note on dynamic equilibrium. R: Surrey. Ptr Ink 136:3-4+ S 9 '26
Make the product a natural part of the illustration. il Ptr Ink 138:125-6+ F 24 '27
Making the catalog or booklet cover design tell the technical story of the product. W. R. Heath. Ptr Ink M 14:116+ Mr '27
Making the container speak for itself. W. L. Larned. il Ptr Ink 136:33-4+ Jl 29 '26
Making the picture help the story. E. B. Weller. il Ptd Salesmanship 48:335-6 D '26
Most effective newspaper campaigns use animated illustrations. W. L. Larned. il Ptr Ink M 13:38-9+ Jl '26
Must advertising art go back to nature? R: J. Walsh. il Ptr Ink M 15:48-9+ O '27
New advertiser in the well-advertised industry. M. Hastings, jr. Ptr Ink 135:137-8 Ap 15 '26
Newspaper illustrations profit by dramatic scenarios. il Ptr Ink 139:49-50+ My 12 '27
Niceties of bobbing and illustration. W. L. Larned. Ptr Ink 134:157-8+ F 25 '26
Novelty backgrounds in business-paper campaigns. W. L. Larned. il Ptr Ink 138:89+ F 17 '27
Novelty backgrounds inject new atmosphere into trade copy. il Ptr Ink 133:138+ D 3 '25
Pictorial headline is now all the rage. il Ptr Ink 137:129-30+ D 2 '26
Pictures—a commercial necessity. R. Highet. il Ptd Salesmanship 45:543-8; 46:31-6, 147-51, 253-9, 371-5, 485-90, 599-603; 47:35-9, 137-41, 241-4, 339-43, 435-8, 531-4; 48:41-4 Ag '25-S '26
Pictures which reverse the usual order of things. W. L. Larned. il Ptr Ink 139:97-8+ Je 16 '27
Plotting out the kaleidoscopic picture. W. L. Larned. il Ptr Ink 138:117-20 Mr 10 '27
Possibilities of the illustration de luxe. il Ptr Ink 136:73-4+ S 2 '26
Poster covers that add sales punch to advertising booklets. D. Gridley. il Ptr Ink M 12:38-9 My '26
Pretty is as pretty sells. M. Gross. il Ptd Salesmanship 49:139-41 Ap '27
Product as the theme of the illustration. W. L. Larned. il Ptr Ink 140:150+ Ag 25 '27
Put the package to work. W. L. Larned. Ptr Ink 134:141-2 Ja 21 '26
Put the reader's eyes to work. W. L. Larned. il Ptr Ink 138:99-100+ Ja 20 '27
Putting human interest into diagrams. W. L. Larned. Ptr Ink 135:57-8+ My 13 '26

ADVERTISEMENTS, Pictorial—*Continued*
Putting the product into the illustration. W. L. Larned. il Ptr Ink 136:73-6 Jl 1 '26
Right-and-wrong way illustration. Ptr Ink 136:85-6+ Jl 8 '26
Same thing—only different. J. M. Flagg. il Ptr Ink M 15:44+ S '27
Selling collars to men by pretty girl pictures. il Ptr Ink 139:10+ My 19 '27
Staging the picture against a black background. W. R. Heath. il Ptr Ink M 13:28-9 N '26
Straight line—the shortest distance between two visual points. W. L. Larned. il Ptr Ink M 11:36-7 D '25
Tapping mental associations in advertising art. H. Blauvelt. Ptr Ink M 15:42-3+ S '27
Teach them with pictures; American mutual liability teaches careful automobile driving. C. S. Crummett. il Ptr Ink M 13:44+ O '26
That extra ounce of interest in the newspaper illustration. W. L. Larned. il Ptr Ink M 14: 32-3+ My '27
That vague something in the ad that puts it over. M. Gross. il Ptd Salesmanship 50: 162+ O '27
Treat 'em rough in your demonstrations. A. L. Townsend. Ptr Ink 135:57-8+ Ap 15 '26
Unconventional illustrations for conventional products. W. L. Larned. il Ptr Ink 137:173-6 O 7 '26
Value of irrelevancy in advertising art. P. R. Markel. Ptr Ink 136:41-2+ Ag 26 '26
Visualizer grows revolutionary. Ptr Ink 134: 145-8 Mr 18 '26
What can be left out of the illustration? il Ptr Ink 137:173-4+ D 16 '26
What shape shall the illustration take? Ptr Ink 136:25-6+ Ag 5 '26
When imagination plays with the advertising illustration. B. F. Berfield. il Ptr Ink M 14:43-4 Mr '27
Which should be featured: picture or type? Ptr Ink 136:57-8+ Jl 22 '26
Why stick to old background effects? A. L. Townsend. Ptr Ink 135:105-8 Ap 1 '26

See also Advertising characters; Art, Commercial; Broadsides (advertisements); Color in advertising; Photography, Commercial; Posters; Trade marks

Arrows

Mobilizing the arrow. E. P. Hermann. il Ptr Ink M 13:64+ Jl '26

Booklet illustrations

Should the booklet be shown in the advertisement? B. A. Grimes. Ptr Ink M 11:50+ D '25

Cartoons

Caricaturing the other fellow. Ptr Ink 140: 160+ Ag 4 '27
Cartoon strip moves from news pages to advertising columns. J: L. Scott. il Sales Management 11:1075+ D 25 '26
Mutt and Jeff influence on advertising. M. Gross. il Ptd Salesmanship 48:509-12 F '27
Place of cartoons in utility advertising. L. E. Lindsay. il Gas Age 58:123-4+ Jl 24 '26
Public utility captures public confidence; Montreal tramways company. il Ptr Ink 140:101-2 Jl 7 '27

Dog pictures

Advertising's kennel club. W. L. Larned. il Ptr Ink M 14:38-9+ Ap '27

Exhibitions

Art directors club holds its sixth annual exhibit. il Adv & Sell 9:24-5, 76 My 18 '27
Art directors' fifth annual exhibition. D. Gridley. il Ptr Ink M 12:26-9 Je '26
Art directors hold their sixth show. D. Gridley. il Ptr Ink M 14:29-31 Je '27

Government buildings

Featuring government building in advertising. Ptr Ink 135:20 Je 3 '26

Hands

Artist lends a hand to advertising copy. E. P. Hermann. il Ptr Ink M 13:26-7+ D '26

Photographs

Advertising camera goes in for extraordinarily new devices. W. L. Larned. il Ptr Ink 140:158+ Ag 18 '27
Advertising that makes a staple article picturesque. C: G. Muller. Sales Management 11:435+ S 18 '26
Camera gets a new point of view. W. L. Larned. il Ptr Ink M 14:40-1+ Ja '27
How to get newsy pictures for your advertising. W. H. Gardner. il Adv & Sell 9:23-4+ O 19 '27
How to get photographs of your product in action. W. F. Elliott. Ptr Ink M 13:63 Jl '26
Improving the photographic illustration. il Ptr Ink 138:198+ Ja 27 '27
Putting unusual effects into backgrounds. il Ptr Ink 141:28+ O 20 '27
Setting that enhances the product. E. Quackenbush. il Adv & Sell 8:40+ Ja 26 '27
Striking a different note in illustrative advertising; construction engineers win goodwill with pictorial direct-mail effort. B. G. Priestley. il Ptr Ink M 14:73-4 My '27
What imaginative photography can do for industrial copy. il Ptr Ink 139:84+ Je 2 '27
When words fail you try photographs. R. F. Irwin. il Sales Management 11:421-2 S 18 '26

Portraits

Can facial expressions tell the story? W. L. Larned. il Ptr Ink 135:105-7 My 27 '26
Colgate faces suit for using war hero's picture. Ptr Ink 135:149 My 27 '26; Discussion. [satire]. 135:99-100 Je 17 '26
Portrait painter enters advertising. W. L. Larned. Ptr Ink 134:97-100 Mr 11 '26
Use of photos of living persons in advertising. Ptr Ink 135:172+ Je 10 '26

Technique

Adding warmth to cold facts. E. C. Riedel. il Ptd Salesmanship 47:521-7 Ag '26
Advertising advantages of wooden cutout displays. J: W. Harrington. il Ptr Ink M 14: 74+ Je '27
Art for art's sake? Ptr Ink 133:145-6+ N 19 '25
Buying art—buying imagination. W. E. Hale. il Burroughs Clearing House 10:13-14+ Ja '26
Camera takes its brush in hand. A. L. Townsend. Ptr Ink 136:130+ Jl 29 '26
Charcoal, pencil and crayon stage a comeback. W. L. Larned. il Ptr Ink 136:137-8+ S 9 '26
Color over a photographic base as an alternative for original color paintings. W. L. Larned. Ptr Ink M 13:130+ S '26
Combining several art mediums in one. W. R. Heath. Ptr Ink M 14:94+ My '27
Engravings—the favorite alibi. W. E. Hale. il Burroughs Clearing House 10:20-2+ D '25
Enter—the advertising ghost. Ptr Ink 135:56-7+ My 6 '26
Humble coarse-screen half-tone steals Cinderella's stuff. S. Nowak. Ptd Salesmanship 46:583-8 F '26
Innovations in spotlight illustrations. Ptr Ink 134:99-100+ Ja 28 '26
Mosaic art solves a pictorial problem. W. L. Larned. il Ptr Ink 141:193-4+ O 13 '27
Newer ideas in newspaper art techniques. W. L. Larned. il Ptr Ink 138:151-2+ Mr 24 '27
Newspaper campaigns that use photographic halftones. W. L. Larned. Ptr Ink M 12:42-3+ Mr '26
Novelty techniques for newspaper illustrations. il Ptr Ink 138:128+ Ja 6 '27
Poster style in publication advertising. W. L. Larned. Ptr Ink 135:117-20 Je 3 '26
Putting artistic merit into mechanical subjects. W. L. Larned. il Ptr Ink M 12:37-8+ Ja '26; Excerpt. Brass W 22:82 Mr '26
Striking new notes in newspaper illustrations. W. L. Larned. il Ptr Ink 138:163-4+ Mr 3 '27

ADVERTISEMENTS, Pictorial—Technique—*Cont.*
Trying out experiments in newspaper reproduction. W. L. Larned. Ptr Ink 131:17-20 Je 25 '25; Same. Inland Ptr 76:431-2 D '25
Unusual techniques in German advertising. W: A. Kittredge. Ptr Ink M 12:70+ Mr '26
When camera and artist link arms. W. L. Larned. Ptr Ink 135:181-4 Ap 8 '26
When good illustrations go bad. R. F. Irvin. Sales Management 10:171+, 172 F 6 '26
When should black be used? L. Peake. il Ptr Ink M 14:42-3+ Je '27
When to tool out whites on the plate. il Ptr Ink 133:161-2+ D 17 '25
Your package is a poster advertising your product. W. Perry. il Ptr Ink M 14:38-9+ Mr '27

ADVERTISEMENTS, Small space
Bull's-eyes in advertising. D. Morris-Jones. Ptr Ink 140:138+ Jl 14 '27
He advertised a scrap of paper—and found a world market; Engel art corners. L. M. Cole. il Sales Management 12:1031-2 My 28 '27
How big is "large space"? C: G. Muller. Ptr Ink M 14:33+ Mr '27
It retails for 50 cents and lasts twenty years; Gem nail clippers. J: H. Duncan. il Ptr Ink 140:77-8+ Ag 11 '27
Less money, more brains; an idea on which a business has grown up; Cleveland window glass and door co. F. B. Barton. il Business 8:26-8+ My '27
Possibilities in small newspaper advertisements. T: F. Walsh. il Ptr Ink M 13:29-30+ Ag '26
Practices which make compelling small-space newspaper campaigns. W. L. Larned. Ptr Ink M 12:30-1+ Ap '26
Stakmore proves it doesn't take a million dollars to advertise. H. Howe. Sales Management 13:663-4+ O 15 '27
Success of small space depends on the product. J. A. Foster. Ptr Ink 141:109-11 O 6 '27
That single-column advertisement. D. Morris-Jones. il Ptr Ink M 13:50+ N '26
What can be done in small space in industrial magazines? W. L. Larned. Ptr Ink M 12:36-7+ My '26

See also Advertisements—Size

ADVERTISEMENTS, Syndicated
De-bunking the syndicate idea. H. A. Blodgett. il Burroughs Clearing House 11:12-14+ O '26
Syndicated advertising value. A. D. Welton. il Burroughs Clearing House 10:15-17+ Ag '26

ADVERTISERS
One hundred leading periodical advertisers. Ptr Ink 134:44 Mr 25 '26
Where to sell it [adapted to use of advertising managers]. 278p Hill & co., inc., 21 E. Van Buren St, Chicago '26

ADVERTISING
Address before the sixth annual convention of the National industrial advertisers association. G. Frank. Adv & Sell 9:21 Je 29 '27
Advertised specialty beats the price cutters; Shirriff's marmalade. il Ptr Ink 138:33-4 Ja 6 '27
An advertiser's code as an advertising agency believes it should be. H. W. Dickinson. Ptr Ink 139:25-6+ My 12 '27
Advertising. A. Parrish and B. MacBride. 333p Alexander Hamilton institute, New York '27
Advertising. J. H. Picken. 116p [bibliog. p. 109-10] Shaw '27
Advertising—a definition. G. P. Knapp. Ptr Ink 134:210+ Ja 14 '26
Advertising and selling digest. W: G. Lownds, E: D. Chenery and G: J. Wiltshire, comps. 249p Advertising club of New York, New York '26
Advertising as a builder of prestige; how American toilet goods manufacturers can meet French competition. G. Kinney. Ptr Ink 135:51-2 My 13 '26
Advertising as a market finder. M. P. Wood. Sales Management 13:193-4 Ag 6 '27
Advertising campaigns. B. Lichtenberg. 343p Alexander Hamilton inst., New York '26
Advertising divided by resistance equals sales. W. I. Willis. chart Ptr Ink M 12:28-30 Ja '26
Advertising—Edison vs. Calkins. Nation's Business 13:54+ D '25
Advertising fluctuations, seasonal and cyclical. W: L. Crum. 308p Shaw '27
Advertising for slow expansion. R. Dickinson. Ptr Ink 137:121-2+ N 25 '26
Advertising given place in economy of marketing. Gas Age 56:792 N 28 '25
Advertising—is it science or approximation? H. A. Barton. Ptr Ink M 13:19-20 S '26
Advertising is three-dimensional. O. A. Owen. Adv & Sell 8:24 Ap 20 '27
Advertising; its problems and methods. J: H. Cover. 319p [bibliog. p. 309-13] Appleton '26
Advertising now accepted as builder of permanent business values. E. W. Clark. Automotive Ind 55:106-7 Jl 15 '26
Advertising of the future—what it will be like; the Baltimore and Ohio railroad's centenary celebration. C. Wagener. il Ptr Ink 141:42+ O 27 '27
Advertising or salesmen—which is more effective? Ptr Ink 140:42+ S 8 '27
Advertising pointed the way to improvements in our product; Minneapolis heat regulator co. C. B. Sweatt. il Ptr Ink 137:41-2+ O 21 '26
Advertising possibilities of the big little business. A. H. Deute. Ptr Ink 139:171-2+ Je 23 '27
Advertising remains the small man's opportunity. R. Dickinson. Ptr Ink 137:182+ N 18 '26
Advertising research. P. White. 597p Appleton '27
Advertising simplified. N. B. Bowman. 104p N. Bowman, Philadelphia, Pa. '27
Advertising trends in twenty-two lines of business. E: Shanks. Sales Management 10: 321-3+ Mr 6 '26
Advertising wrecks I have met. E. Brisacher. Ptr Ink 140:3-4+ Ag 11 '27
Advertising year book for 1925. N. T. Praigg, ed. 397p Doubleday '25
Advertisingless vacation. H. M. Shaw. Ptr Ink 136:77-8+ Ag 19 '26
Advertising's dual obligation to management. C: Piez. Ptr Ink M 13:27-8+ Ag '26
Advertising's role in nationally known successes. Ptr Ink 139:132 Je 9 '27
Anaemic advertising is responsible for distributive ills. J: B. Whalley. Ptr Ink 136: 73-5 S 30 '26
A. N. A. discusses wide variety of subjects. Ptr Ink 139:57-8+ My 19 '27; Sales Management 12:1015-16+ My 28 '27
Banker as advertising counselor; free publicity vs. advertising. S. C. Dobbs, jr. Ptr Ink M 13:39-40 Ag '26
Better advertising. H. N. Casson. 112p Efficiency magazine, London '26
Bugaboos of beginning advertisers. M. P. Wood. Sales Management 10:587-8 Ap 17 '26
By-products of steady advertising. Sales Management 12:1071+ My 28 '27
Can you think of a useless product? Ptr Ink 134:128 Mr 25 '26
Common sense in advertising. S. E. Conybeare. Adv & Sell 8:28+ Ap 6 '27
Dartnell advertiser's guide. 444p Dartnell corporation, Chicago '26
Drama in advertising. T. F. MacManus. Adv & Sell 8:32 F 9 '27
Dry goods economist year book of advertising ideas and selling plans. Dry goods economist, New York '24
An Englishman looks at the future of advertising. C. B. Larrabee. Ptr Ink 135:129-30+ My 6 '26
Every smokestack a potential advertiser; marketing problems of the local manufacturer. H. A. Haring. il Adv & Sell 9:19-20+ S 21 '27
Fewer bad debt losses—another by-product of advertising; Pond's extract company. B. F. Fox. Ptr Ink 140:160+ S 8 '27

ADVERTISING—*Continued*

Fifteen questions a manufacturer should face before advertising. R. Giles. Ptr Ink M 13:21-2+ O '26

First essays on advertising. J. M. Allison. 231p C. Palmer, London '26

From inches to pages in ten years. E. Whitmore. il Sales Management 11:617-18+ O 16 '26

From publicity to persuasion. H. N. Casson. Ptd Salesmanship 47:323-4 Je '26

Fundamentals of advertising. E: J. Rowse and L: J. Fish. 223p South-western pub. co., Cincinnati, Ohio '26

Future of advertising. E: A. Filene. Ptr Ink 133:20+ N 26 '25

Getting ahead in advertising and selling. S: R. Hall. 100p McGraw-Hill '26

Hidden values of advertising. T. F. MacManus. Adv & Sell 9:28 Ag 10 '27

Hitch resale work to the advertising program; Union bed & spring company. A. N. Steele. il Ptr Ink 137:119-22+ N 4 '26

Home folks called together by advertising. Ptr Ink 135:108 My 27 '26

How a producer who doesn't advertise solicits business. Ptr Ink 135:119-20 My 13 '26

How a raw commodity became an advertised product; farm seeds. D. M. Hubbard. Ptr Ink 138:84-5+ Mr 17 '27

How a salesman sold his house on advertising. Ptr Ink 134:81-2 Ja 21 '26

How advertising can control the whole business. A. W. Shaw and others. Ptr Ink 135: 73-6+ My 20 '26

How advertising has changed the salesman's job. C: W. Brooke. Ptr Ink 140:17-20 Ag 4 '27

How advertising helps medicine help the public; medical profession's attitude toward advertising changes. M. Fishbein. Ptr Ink 136: 3-4+ Ag 19 '26

How Baltimore's Siamese Twins solve their difficulties; stores and companies with the same name. G: T. Bertsch. il Ptr Ink 139: 26+ My 5 '27

How changes in distribution affect the practice of advertising. S. Resor. Ptr Ink 133: 41-2+ D 17 '25

How consumer acceptance made advertising practical. P. E. Faust. Ptr Ink M 13:19-20+ Ag '26

How do advertisers get that way? Think that all other mortals are boobs? E. Emmett. Ptr Ink 134:57-8+ Ja 14 '26

How we built new markets for an old product; canoes. S. B. Gray. il System 51:56+ Ja '27

Ideas that advertising turned into big businesses. A. E. Haase. Ptr Ink M 14:21-2+ F; 45-6+ Mr; 78+ Ap '27

If, as, and when—. C: A. Bates. Ptd Salesmanship 46:367-9 D '25

Immeasurables of advertising. H: Eckhardt. Ptr Ink 133:3-4+ D 31 '25

The industrial chemist—advertising's partner. Ptr Ink 133:93-4+ N 12 '25

Kilgen turned to advertising 285 years after its founding. Ptr Ink 140:138+ S 8 '27

Knowing in advance the results advertising will bring; using samples and coupons. C. C. Hopkins. Ptr Ink 134:3-4+ Ja 28 '26; Discussion. S. R. Hall. 134:33-4+ F 11 '26

Less competition—more co-operation. Ptr Ink 134:109+ Ja 28 '26

Making more money in advertising. W: R. Hotchkin. 273p W. R. Hotchkin, New York '26

Making of good advertising. R. W. Jones. Inland Ptr 78:225-6 N '26

Many happy returns of advertising. C. W. Steffler. Comm & Fin 15:2277-8 N 10 '26

A matter of brains—not just money. Ptr Ink 137:69-70 D 2 '26

Measurement of advertising effects. G: B. Hotchkiss and R: B. Franken. 248p Harper '27

Meeting a temporary local condition with rush copy; Climalene company. E: T. Caswall. Ptr Ink 138:58+ Mr 17 '27

Modern advertising. v. 2 p 489-971 Pitman '26

New American tempo, and other articles on modern advertising and selling practice. F: C. Kendall, ed. 86p Advertising and selling, New York '27

Next steps in advertising production; co-ordination. H: Eckhardt. Adv & Sell 9:26+ O 19 '27

Now I ask you; fifty test questions for advertising men. T: L. Masson. Ptr Ink 138: 10+, 159-60+ Mr 17 '27

Now we'll ask one! Sales Management 12:605, 661, 671 Ap 2 '27

Nuntius; advertising and its future. G. Russell. 96p Dutton '26

Other side of "Fifty years ago in advertising." J. A. Richards. Ptr Ink 139:17-20 My 26 '27

Other viewpoints to be studied preliminary to advertising. H. A. Barton. Ptr Ink 137: 164-8 O 21 '26

Overcoming a temporary handicap with newspaper advertising; Hotel Cleveland restaurant. A. M. Howe. il Ptr Ink 140:97-8 S 8 '27

Penalty of imitation. D. Morris-Jones. Ptr Ink 137:139-40 O 7 '26

Plea for less waste in international advertising methods. J. Klein. Am Mach 65:38b-c Jl 1 '26

Problems in advertising. N. H. Borden. 677p Shaw '27

Research engineer and the advertising man. C: F. Kettering. Ptr Ink 139:60+ My 19 '27

Retail advertising of men's and boys' wear. A. Sinsheimer. 271p Harper '26

Sales, where salesmen cannot go. C. M. Harrison. Ptr Ink 133:103-4 N 26 '25

Salesmanship in print. A. D. Lasker. Ptr Ink 136:3-4+ Jl 29 '26

Salesmanship—spoken or printed? H. N. Casson. Ptd Salesmanship 47:227-8 My '26

Scientific advertising. H. D. Kitson. 73p Codex book co., inc., New York '26

Small advertiser relates his second year's experiences. C. C. Chase. Ptr Ink 134:25-6+ Mr 18 '26

Some current false notions about advertising. F. L. Blanchard. Sales Management 10:739-40+ My 15 '26

Story of advertising. C. Coolidge. Ptr Ink 137: 3-4+ N 4 '26; Same. Manuf Rec 90:83-6 N 4 '26

Study of all American markets. L. M. Barton. 606p The 100,000 group of American cities, 19 S. La Salle St, Chicago '27

Supremacy of the printing press in marketing. H. N. Casson. Ptd Salesmanship 47:419-20 Jl '26

Sword-arm of business. T. F. MacManus. 188p Devin-Adair co., New York '27; Excerpt. Nation's Business 15:23-4 S '27

Take the elevator to success. C: A. Bates. Ptd Salesmanship 47:33-4 Mr '26

Theory and practice of advertising. S. R. Hall. 686p McGraw-Hill '26

Through many windows, by H. Woodward. Review, by R. W. Johnson. Sales Management 12:642+ Ap 2 '27

20th century advertising. G: French. 588p Van Nostrand '26

What has art to do with advertising? E. E. Calkins. Adv & Sell 8:28+ Ja 12 '27

What I think of advertising after twenty-five years. J: N. Willys. Ptr Ink M 13:21-2+ D '26

What is Royal worth as a baking powder name? Ptr Ink 134:41-2 F 18 '26

What is sound missionary selling? A. H. Deute. Ptr Ink 135:112+ Ap 1 '26

What is wrong with my advertising? J: A. Murphy. Adv & Sell 8:19-20+ Ja 26 '27

What ten years have done for the class group of magazines. il Sales Management 11:801-2+ N 13 '26

When advertising can insure business success. H: P. Williams. Ptr Ink M 12:23-4+ Mr '26; Discussion. R. Ruxton. Ptd Salesmanship 48: 159-60 O '26

When does the stunt earn its place in marketing plans? F. L. Scott. il Adv & Sell 9:23-4+ My 4 '27

When is an advertiser? E: T. Hall. Ptr Ink M 13:23+ Jl '26

ADVERTISING—*Continued*
Where do advertisers come from? W: H. Johns. Ptr Ink 137:17-20 O 28 '26
Where do we go from here? K. Groesbeck. Adv & Sell 8:28+ Mr 23 '27
Where does advertising begin and end? F. C. Builta. Ptr Ink 134:149-50+ Ja 14 '26
Where some new advertisers come from. Ptr Ink 136:152+ Jl 1 '26
Why advertise if oversold? Ptr Ink 135:148 Ap 8 '26

See also Advertisements; Advertisers; Advertising agencies and other headings beginning Advertising; Airplanes in advertising; Bank advertising; Billboards; Business; Catalogs; Church advertising; Color in advertising; Containers; Community advertising; Electric signs; Good will (in business); Government advertising; Guaranty of goods; Harvard advertising awards; House organs; Labels; Library advertising; Mail order business; Merchandizing; Money raising campaigns; Moving pictures in advertising; Municipal advertising; Newspapers—Advertising service; Posters; Press agents; Printing trade—Advertising service; Professional advertising; Publicity; Radio advertising; Sales letters; Show cards; Show windows; Slogans; *also* subdivision Advertising under various subjects, e.g. Anniversaries; Automobile accessories industry; Automobile industry and trade; Bakers and bakeries; Bonds; Book industry and trade; Brick industry and trade; Building trades; Business streets; Candy trade; Cement industry and trade; Chain stores; Christmas gifts; Cigars; Circus; Clothing trade; Coal trade; Collars; Concrete products; Contractors; Department stores; Electric industries; Electric utilities; Employment systems; Farm produce; Farmers; Food industry and trade; Fruit trade; Furniture industry and trade; Gas companies; Gas industry; Grocery trade; Hardware; Hosiery trade; Hotels; Insurance, Fire; Insurance, Life; Insurance agents; Insurance companies; Investments; Jewelry trade; Laundries; Location (in business); Lubricating oil industry; Lumber trade; Machine tool industry; Machinery industry; Milk, Condensed; Milk trade; Moving picture industry; Newspapers; Package goods; Petroleum industry and trade; Plumbing fixtures; Plumbing supplies industry; Plumbing trade; Printing trade; Products, New; Public utilities; Railroads; Real estate business; Refrigerators, Electric; Retail trade; Salt; Seasonal industries; Sheeting; Shoe industry and trade; Shoe shining; Steamboat lines; Street railroads; Technical products; Telegraph companies; Telephone companies; Textile industry; Trade marks; Travel; Trust companies; Underwear; Ventilating equipment; Watches; Wool trade; *also* Association of national advertisers; International advertising association; Outdoor advertising association of America

Accounting

Advertising appropriation as an accounting problem. C. B. Larrabee. Ptr Ink M 13:26-8+ S '26
Can advertising be regarded as invested capital? Ptr Ink 137:169-70+ N 4 '26
How should an advertising manager keep books? K. L. Zimmerman. Ptr Ink M 14:54+ My '27
How to charge advertising costs when more than one product is featured. A. C. Ernst. Ptr Ink 136:3-4+ Jl 15 '26
Is advertising invested capital? Ptr Ink 139: 33-4 My 19 '27
Making a goat of the advertising appropriation. Ptr Ink 135:148 Ap 29 '26
Should extra colors in labels be charged to advertising? Ptr Ink 133:44 N 26 '25
What should be charged to the advertising appropriation? Ptr Ink 136:96 Jl 15 '26

Advertising

Should advertising be advertised? Yes! H. A. Barton. Ptr Ink M 14:48+ Ap '27

Architects, Appeal to

Advertising the product or the idea? R. Cole. Ptr Ink 135:155-6+ Ap 15 '26
How long does advertising to architects live? Ptr Ink 140:116 Jl 14 '27
Talk facts when advertising to architects. Ptr Ink 138:60 Ja 13 '27
3,500 architects said "keep me on your mailing list"; mailings of jumbo playing cards. J. P. Glaser. il Ptr Ink M 15:82+ Ag '27
What does the architect want to know about your product? B. W. Brown. Ptr Ink 138:185-6 F 24 '27
Why Rytt discontinued his architectural love letters. I. A. Rollins. Ptr Ink 134:26+ Ja 14 '26

Brides, Appeal to

A wedding a la direct mail. A. T. Tate. Ptr Ink 134:25-6+ Mr 4 '26

Children, Appeal to

Advertising direct to school children. Ptr Ink M 14:84 My '27
Arousing the interest of children. U. V. Wilcox. Inland Ptr 77:721-3 Ag '26
Changing appeal from parent to child broadens market. W. L. Bruns. il Ptr Ink M 13: 70+ O '26
How advertisers are getting schools to use their literature. J: A. Murphy. il Adv & Sell 8:23-4+ Ap 6 '27
Little Rollo in a flivver. A. H. Little. il Ptr Ink 139:41-2+ Je 30 '27
Merchandising Mississippi steamboats to boys. il Ptr Ink 136:95-6 S 2 '26
Selling little Bill to get at the old man. C. B. Larrabee. il Ptr Ink M 13:30-2+ N '26
Sugar-coated sales capsules for toddling tots; the Ford motor company of Canada uses a painting book. C. Dyer. il Ptr Ink 139: 134+ My 26 '27
What the coupon brings. il Ptd Salesmanship 48:515-23 F '27

Consumers, Appeal to

See Advertising, National

Continuity

Advertising campaign that has not faltered in 85 years; J. I. Case threshing machine company. A. R. Barkley. il Sales Management 12:1119-20+ Je 11 '27
Five years on the front page; Linscott Reograms. S. L: Smith. Ptd Salesmanship 47: 345-6 Je '26
How continuous advertising shows its value. Ptr Ink 135:159 Ap 29 '26
Indirect value of advertising. Ptr Ink 135: 172 My 27 '26
Notes on continuity in advertising. W. Meyer. Adv & Sell 10:23-4+ N 2 '27
Rolling stone advertisers. F. Finney. Ptr Ink 138:128+ Mr 17 '27
We stopped advertising for three months and our sales increase curve promptly flattened; Pabst-ett. W. R. Patterson. Ptr Ink 140:3-4+ S 29 '27
When advertising lives up to its promises. D. O. Morley. Sheet Metal Worker 18:629-30 S 23 '27
Where are the advertised leaders of ten years ago? Ptr Ink 134:65-6+ Mr 18 '26
Why advertising should proceed without interruption. Ptr Ink 140:49-50+ Ag 25 '27
Why continuity in advertising? B. L. Dunn. il Ptr Ink M 13:33-4+ N '26

See also Advertising appropriations; Advertising contracts—Cancellation; Seasonal industries—Advertising

Cost

Cost of habit-forming advertising; appeal to old customers. Ptr Ink 136:93-4 Jl 29 '26

See also Advertising—Economic aspects

ADVERTISING—*Continued*

Dealer cooperation

Certainly—dealers will respond to a contest; Indian motocycle company. J. B. MacNaughton. Ptr Ink 135:85-6+ My 20 '26

Close tie-up with dealers. Sales Management 10:777+ My 15 '26

Co-operation with national advertisers aids retail success. J. True. Ptr Ink M 15:35+ O '27

Dunlop gives dealers the electros they want. W. Bates. Ptr Ink 133:10+ N 19 '25

Featuring retailers' windows in national copy; Endicott-Johnson. Ptr Ink 138:33-4 Mr 17 '27

Getting the big store to feature branded merchandise; Endicott-Johnson corporation. C. B. Lord. Ptr Ink 138:52+ Mr 24 '27

How Cadillac sell direct advertising to their dealers. Ptd Salesmanship 50:115-16+ O '27

How Maytag handles dealer advertising. R. A. Bradt. Adv & Sell 9:19-20+ Jl 13 '27

How salesmen should talk to dealers about advertising. O. Grigg. Ptr Ink 137:89-90+ N 18 '26

How we sold our fieldmen on the use of dealer literature. R. B. Cook. Ptr Ink 138:33-4+ F 3 '27

How we took the deadwood out of our direct mail sales work. A. J. Reiss. il Sales Management 12:1007-8+ My 28 '27

Key group plan for getting dealers behind the advertising. G: L. Willman. Sales Management 11:623-4+ O 16 '26

Merchandising service that makes dealers want to advertise; the Hartmann trunk company. J: L. Scott. il Sales Management 12:805-6+ Ap 30 '27

New customers for old dealers; Larrowe milling company. D. G. Baird. Sales Management 10:361-2 Mr 6 '26

Our dealers' advertising jumped ten-fold. R. S. Reed. Ptr Ink 133:17-19 N 12 '25

Retail advertising and the manufacturer. C: Noble. Ptr Ink 140:106+ S 8 '27

Seasoner for formal booklets. R. McDaniel. Ptd Salesmanship 49:522 Ag '27

Sell merchandise first—advertising second. D: Lampe. Ptr Ink 134:17-20 Mr 11 '26

Should the manufacturer share the retailer's advertising cost? H. Strong. Adv & Sell 8: 40 Ap 20 '27

Show them why—and dealers will advertise. C. O. Powell. il Ptr Ink M 14:52+ Je '27

We'll allow them fifty cents a gross for advertising. A. H. Deute. Ptr Ink 133:65-6+ D 10 '25

Westinghouse uses novel dealer tie-up in newspaper copy. E: J. Hegarty. Ptr Ink 139:33-4+ Ap 7 '27

What kind of advertising will the dealer use? Ptr Ink 141:182+ O 6 '27

Why dealers do not use your mats. Ptr Ink 135:10+ Je 3 '26

Why Nunn-Bush dealers doubled their advertising in 1926. il Sales Management 12:927-8 My 14 '27

Winning dealer support for a national campaign. A. H. Van Voris. il Ptr Ink 139:113-16 My 5 '27

See also Advertisements—Listing of dealers

Dealer helps

Answering dealers with the advertising "gimmes." M. Harlan. Ptr Ink 134:129-30+ Mr 4 '26

Are your displays wasted? W. L. Stensgaard. Adv & Sell 9:25+ Je 15 '27

Can dealer helps be made advertising specialties? C. C. Casey. Ptr Ink M 13:62+ S '26

Considering the store customer as circulation. F. H. Williams. Ptd Salesmanship 49: 523-4 Ag '27

Dealer helps as seen by a small town merchant. W: Shaw. il Sales Management 12: 432+ Mr 5 '27

Dealer helps for which I have been glad to pay. A. H. Van Voris. Ptr Ink 137:139-40+ D 16 '26

Dealers gladly used this inexpensive window display; Miss Sylva Ware, a lithographed lady. W. Perry. Ptr Ink 137:33-4+ N 25 '26

Dealers will do the unusual with better dealer helps. H. R. Fuller. Ptr Ink M 12:146+ My '26

Department stores will use your direct-mail material. J. True. Ptr Ink 136:113-14+ Jl 1 '26

Fifteen-piece dealer campaign for Steeltex. Ptd Salesmanship 50:121 O '27

Finding out how retailers value and use dealer helps. G: H. Wicker. Ptr Ink M 12: 58+ My '26

How a service chart helped sell Disston saws. K. L. Zimmerman. Ptr Ink M 14:69-70 Ja '27

How DeLaval uses calendars to build prospect lists. il Sales Management 11:1077+ D 25 '26

How De Long distributes helps through wholesalers. C: A. Emley. Ptr Ink 138:136+ Ja 6 '27

How Dodge helps dealer sell industrial equipment. C. M. Harrison. Ptr Ink M 12:52+ F '26

How jobbers feel about distributing dealer helps. J. True. Ptr Ink 137:41-2+ O 14 '26

How National carbon plans its dealer display program. P. B. West. il Ptr Ink M 14: 33-4+ Ja '27

How one company uses advertising to open new dealer accounts. R. K. Wadsworth. Sales Management 11:423+ S 18 '26

Jobbers' salesmen aid in distribution of dealer helps. A. Sheridan. Ptr Ink M 11:68 D '25

Keeping track of advertising material sent to dealers. G: H. Wicker. Ptr Ink 136: 25-6+ S 30 '26

Let's be fair to dealer helps. C. C. Agate. Adv & Sell 9:27+ Jl 13 '27

Letters from a salesman to his wife. Ptr Ink 137:49-50 O 21 '26

Making distribution of dealer-help material more practical. N. W. Townsend. Ptr Ink M 14:47-8+ F '27

Mr Jobber—what kind of dealer helps do your dealers really want? Pet Age 20:20-1+ O 1 '27

Mr Merchant opens his mail. R. Leigh. Ptd Salesmanship 47:142-4 Ap '26

Our dealer-pays-a-share policy works. M. B. Cutler. Adv & Sell 8:19-20+ F 23 '27

Our plan of merchandising advertising is all wrong. O. Grigg. Ptr Ink 134:125-6 Ja 14 '26

Overproduction? Try a few new uses! Columbia yarn increases market. G: Rudisill. il Ptr Ink 136:97-8+ S 16 '26

Placing dealer helps at the salesmen's beck and call. R: Warren. Ptr Ink 133:17-20 D 31 '25

Planning a series of letterheads for dealers. R. F. Irvin. il Sales Management 11:817-18+ N 13 '26

Sales promotion; a selling fundamental of major importance. R. C. Hay. Ptr Ink M 14:56+ Ja '27

That hardy perennial—dealer-help wastage. R. Leigh. Ptr Ink 134:145-6+ F 18 '26

Unusual dealer helps to introduce the new product; the Ocean leather company. Ptr Ink M 12:44 Mr '26

Value of dealer helps from the viewpoint of a dealer. O. W. Kelly. Ptr Ink M 13:69 Ag '26

Wanted—flexibility in dealer-helps. K. Armstrong. Ptr Ink M 15:51-2+ Jl '27

What kind of dealer help really helps the small store? W: N. Taft. Adv & Sell 8:44+ Ja 26 '27

What 126 retailers think about your advertising helps. C: G. Muller. Ptr Ink 139:153-4+ Ap 21 '27

When do dealer helps help? C. C. Agate. Ptr Ink 138:79-80 F 10 '27

Why all this fuss about waste in dealer helps? how Rollins hosiery mills have worked out a system for eliminating waste. M. Harlan. Ptr Ink M 12:50+ Je '26

ADVERTISING—Dealer helps—*Continued*
Why and how we sell dealer helps. C. F. Propson. il Sales Management 11:893, 949-50 N 27 '26
Why not advertise your dealers? Ptr Ink 133: 125-6 N 12 '25
Why Rexall drug stores pay the cost of co-operation. J. True. Ptr Ink M 12:58+ F '26
Will the jobbers co-operate in distributing advertising material? D. Gridley. Ptr Ink 136:25-6+ Ag 19 '26
Your name here. H. Blauvelt. Ptr Ink 134:17-20 Ja 28 '26

See also Show cards

Dealers, Appeal to

Amputate those useless phrases. A. Bradbury. Ptr Ink 133:103-4 D 3 '25
Direct mail puts on its holiday apparel. Ptr Ink 133:33-4+ N 26 '25
How we tripled our average sale to dealers; Domes of silence. R. A. Kester. il Ptr Ink M 15:47+ S '27
If you sell the retailer his store equipment. H. E. Pettingill. Ptr Ink 137:129-30 O 7 '26
Let your dealers write your trade advertising. D. Gridley. Ptr Ink 137:135-8 O 7 '26
Little journey to a former client. J. R. Weddell. il Ptr Ink M 15:29-30+ S '27
Low-pressure selling. Ptr Ink 136:181-2+ S 23 '26
Our get-acquainted-kit gives the small dealer a varied line; I. B. Kleinert rubber company. R. K. Guinzburg. Ptr Ink M 14: 122+ Mr '27
Some sins of the business-paper copy writer. A. T. Moore. Ptr Ink 136:60+ S 16 '26
Sometimes it pays to use a brass band. M. Droke. Ptr Ink M 12:136+ Mr '26
This dealer broadside looks like a wall calendar. Ptr Ink 139:108 Ap 21 '27
Thought behind advertising that becomes printed salesmanship. A. W. Rucker. Ptd Salesmanship 47:29-32 Mr '26
Using the display to get fill-in orders; how the Buddyserge company secured 25 per cent returns. R. Crothers. il Ptr Ink M 13: 45-6 N '26
What a retailer thinks of dealer advertising. W. Engard. Adv & Sell 9:34+ Jl 27 '27
What kind of information do dealers want? R. D. Dunning. il Ptd Salesmanship 49:241-4 My '27
When the dealer thinks more of sales than profits. P. Green. il Ptr Ink 140:125-8 S 22 '27
When you advertise your advertising to the dealer. B. F. Berfield. il Ptr Ink M 14:36-7+ F '27
When your consumer advertising sells competing products. Ptr Ink 135:112-13 My 6 '26
Why Miller rubber soft pedaled its advertising campaign. C: G. Muller. Sales Management 11:289-90 Ag 21 '26

See also Advertising—Dealer cooperation

Definition

Can advertising be defined? Ptr Ink 141:180+ N 3 '27

Dramas

Send no money; play by O. B. Winter and A. Kudner. Review. Ptr Ink 141:25-6 O 20 '27

Economic aspects

Advertising cuts cost 18¾ per cent, cuts price 28½ per cent; Andersen lumber company. F. C. Andersen. Ptr Ink 135:151-2+ Je 3 '26
Advertising is about to be de-bunked. J. H. Collins. Ptr Ink 140:3-4+ Jl 28 '27
Advertising is not an end. E. E. Calkins. Ptr Ink 135:157-8+ My 6 '26
Advertising reduced Venida manufacturing and selling costs. N. H. Rieser. Ptr Ink 136: 152+ Ag 12 '26
Answer to Macy's attack on national advertising. A. E. Haase. il Ptr Ink 136:3-4+ Ag 12 '26
Are there too many advertised brands? J: Poole. Ptr Ink 136:3-4+ S 16 '26
Banker's economic justification of advertising. W. F. Gephart. Ptr Ink 134:3-4+ Mr 25 '26
Consumer pays for management's blunders; advertising and high wages as preventive of unemployment. C. M. Wright. Ptr Ink 139: 169-71 Ap 7 '27
Creed of an advertising man. B. Barton. Ptr Ink 141:3-4+ N 3 '27
Distribution age. R. Borsodi. 321p Appleton '27
Economics of advertising. R. S. Vaile. 183p Ronald press '27
Economics of consumer advertising; abstracts. P. T. Cherington. Adv & Sell 9:28+ My 18 '27; Ptr Ink 139:153-4 My 19 '27
Ed. Howe takes a slam at advertising. R. K. Leavitt. Ptr Ink 133:89-92 D 31 '25
Fable of the man who owned a horse. Ptr Ink 138:129 Ja 27 '27
Higher salaries to advertising managers will save millions; an answer to Mr Borsodi's challenge. K. M. Goode. Adv & Sell 9:19-20+ O 19 '27
How advertising affects commodity costs and prices. Ptr Ink 133:17-20 D 10 '25
How advertising can straighten the distribution tangle. G. A. Nichols. Ptr Ink 140:3-4+ Jl 21 '27
How black is Mr Borsodi's devil? K. M. Goode. Adv & Sell 8:22+ Ap 20 '27
How modern selling and advertising can check unemployment. J. J. Davis. Ptr Ink 138:3-4+ Mr 24 '27
How shall we charge the millions spent in auto advertising? E. T. Strong. Ptr Ink 139:77-80+ Ap 7 '27
Mr Wells considers advertising. C. B. Larrabee. Ptr Ink 137:41-2+ N 11 '26
Old Man Imperative command. C. M. Wright. Ptr Ink 137:123-6 O 21 '26
Resolved: advertising plays too large a part in modern life; Cambridge debating team wins an affirmative decision. B. A. Grimes. Ptr Ink 137:73-4 O 28 '26
Some novel answers to: Who pays for advertising? J. A. Worsham. Ptr Ink 135:111-12 My 13 '26
Stockholder's interest in advertising. Ptr Ink 134:25-6+ F 25 '26
This business of taxing advertising. R. K. Leavitt. Ptr Ink 136:17-20 Jl 1 '26
Those who heave bricks; the Ralph Borsodi-Stuart Chase-Lew Hahn attitude toward advertising. R. Dickinson. il Ptr Ink M 14: 66+ Je '27
What price advertising. P. White. il Business 8:5-7+ S '27
What the public does not know about advertising. H. A. Barton. Ptr Ink 135:3-4+ My 27 '26
What will take place of advertising in Ford's marketing scheme? G. A. Nichols. Ptr Ink 135:17-20 Je 17 '26
Who pays for the advertising? R. T. Snodgrass. Adv & Sell 9:36+ S 21 '27
Why not study the case impartially? D. Gridley. Ptr Ink 140:157-8+ S 8 '27
Why the general public should know advertising. W. A. Strong. Ptr Ink M 14:41-2+ My '27

See also Advertising—Waste

Exhibitions

How these Englishmen run an advertising convention. T: Russell. Ptr Ink 140:122+ Jl 28 '27

Family of products

Don't let the new design kill the rest of the line; pieces-of-eight chest, Rogers bros. silverplate. C. B. Larrabee. il Ptr Ink M 13:28-30+ D '26
Expanding a leader into a line. Ptr Ink 141: 153-4 O 6 '27
Slogan contest that did more than find a slogan. E. Peterson. Ptr Ink 140:10+ Ag 25 '27
Spotlighting one item increased sales 300 per cent. P. W. Lownbery. il Ptr Ink M 13:58+ D '26

ADVERTISING—*Continued*

Farmers, Appeal to

Advertising to lower the cost of farm insurance. Ptr Ink 134:77-8 F 11 '26

Another orphan product is adopted by advertising: binder twine. R. Cole. il Ptr Ink 138: 49-50+ F 17 '27

De Laval shows how to develop farm replacement market. Ptr Ink 135:68+ Ap 8 '26

Farmese—the language to use in writing farmers. W. R. Heath. Ptr Ink 134:141-2+ Ja 14 '26

Fire insurance companies join hands in farm paper campaign. Sales Management 10:409-10 Mr 20 '26

Former hired man talks about advertising to farmers. W. Greb. Ptr Ink 134:101-2+ Mr 4 '26

Getting farm business today. J: A. Murphy. il Adv & Sell 9:19-20+ Je 15 '27

Iowa agricultural college uses advertisers' booklets. Ptr Ink 134:73-4 Ja 21 '26

Selfish unselfishness in farm copy. W. L. Larned. Ptr Ink 134:41-2+ Mr 4 '26

Selling gardens to farmers. G. L. Limroth. Ptr Ink 139:85-6 My 12 '27

Talking to the farmer via direct mail. T: F. Walsh. il Ptr Ink M 12:31-2+ My '26

Timely advertising makes a strong appeal to farmers; how the Chilean importers use educational advertising. F. W. Murphy. il Ptr Ink 138:77-8+ F 24 '27

Today's advertising for tomorrow's farmer; how manufacturers can get their literature into state agricultural colleges. Ptr Ink 133:33-4+ D 31 '25

What the coupon brings. il Ptd Salesmanship 49:229-35, 335-43 My-Je '27

See also Advertising mediums—Farm journals; Agricultural machinery industry—Advertising

Finance

Overflow Canadian circulation; should a Canadian company pay for advertising of its sister American company? A. E. Haase. Ptr Ink 134:25-6+ F 4 '26

See also Advertising appropriations

Foreigners, Appeal to

Foreign language market wants facts with proof. G: I. Kram. Ptr Ink 140:108-9+ Ag 4 '27

History

Back of today's ad. H. H. Boyce. il Nation's Business 15:21-3 O; 32-3 N '27

First advertisement ever printed in the English language. E: Pousland. il Ptd Salesmanship 46:575-80 F '26

I remember when—some bits of personal history and philosophy by men who have helped blaze trails in advertising and publishing. R. Dickinson. Ptr Ink 137:73-6+ O 14 '26

Trail blazers of advertising. C. L. Pancoast. 269p F. H. Hitchcock, New York '26

Hotel managers, Appeal to

Retailers want timely and unselfish ideas from advertisers. J: A. Murphy. Ptr Ink M 12:40+ My '26

Industries, Appeal to

Allegory and the symbol enter industrial advertising. W. L. Larned. il Ptr Ink 137:80+ D 30 '26

Building interest into the industrial catalogue. D. Gridley. il Ptr Ink M 12:70+ F '26

Combining the informal and the technical. G. Davis. Ptr Ink M 14:30 F '27

Dramatic incident as a theme for industrial copy. B. Chapple. Ptr Ink 134:81-2+ Ja 28 '26

Engineer's reaction to technical advertising. J. S. Gray. Adv & Sell 9:36 Jl 13 '27

Hard-boiled technical man has a heart—appeal to it. Ptr Ink 137:155-6 D 23 '26

How Bridgeport Brass made industrial advertising interesting. Sales Management 10: 899-900+ Je 12 '26

How much text—pictures—white space—in industrial advertising? W: E. Kerrish. Ptr Ink M 14:58+ Je '27

Is industrial buying engineeringly controlled? S. T. Scofield. Ptr Ink 140:3-4+ S 8 '27

New tendencies of industrial advertising. N. S. Greensfelder. Ptr Ink 137:64 N 11 '26

Personality advertising helps sell an industrial product; the Driver-Harris series of superstition advertisements. H. D. McKinney. il Ptr Ink 141:17-20 O 13 '27

Plea for imagination in industrial advertising. M. L. Wilson. Ptr Ink 134:121-2+ F 4 '26

Purchasing agent looks at industrial advertising. H. M. Hitchcock. Ptr Ink 140:104-5+ S 15 '27

Scientific tests as material for industrial campaigns. Ptr Ink 134:85-6+ Mr 4 '26

Selling or telling copy in industrial papers? B. Chapple. Ptr Ink 133:81-2 D 10 '25

Seven sources of industrial copy ideas. F: Kammann. Ptr Ink 137:137-8+ D 23 '26

Sharpshooting as applied to industrial copy. R. Cole. Ptr Ink 134:144+ Ja 21 '26

Telling a technical story to non-technical prospects; York heating & ventilating corp. T. Lewis. Ptr Ink 139:113-14+ Je 9 '27

Ten years of industrial advertising built this business; the United States silica company. Ptr Ink 135:146+ Je 10 '26

What direct mail can do in building industrial sales. B. H. Miller. Adv & Sell 10: 36+ N 2 '27

What the coupon brings. il Ptd Salesmanship 49:131-6 Ap '27

Why industrial buyers purchase. M. T. Copeland. Adv & Sell 10:21+ N 2 '27

See also Advertising mediums—Trade journals; Technical products—Advertising

Inquiries

As dealers increase do inquiries decrease? B. F. Berfield. Ptr Ink 136:137-8 Ag 19 '26

Come over here, Mr. Gibbs! English advertisers answer inquiries promptly. T: Russell. Ptr Ink 139:10+ Je 23 '27

Do inquiries really mean anything? R. Cole. Ptr Ink M 12:73-4+ Je '26

How much is an inquiry worth? Ptr Ink 136: 36 S 2 '26

How to keep a record of inquiries. C. B. Larrabee. Ptr Ink M 13:28-9+ O '26

How we know which advertisements pay. P. V. Barrett. System 50:756+ D '26

Industrial advertising that discourages curiosity seekers; the Permutit company. B. H. Miller. Ptr Ink 138:125-8 Ja 13 '27

No table of expectancy exists on inquiries. Ptr Ink 135:175 Ap 8 '26

Which dealer should be favored with prospects' names? C. B. Larrabee. Ptr Ink 141:57-8+ O 13 '27

Why don't you pay more attention to my inquiries? W. R. Gibbs. Ptr Ink 139:57-8+ My 12 '27

Would purchasing agents buy more if fewer salesmen called? L. G. Hewins. Ptr Ink 137: 41-2 D 23 '26

See also Advertising, Mail—Inquiries; Follow-up systems

Jobber cooperation

How De Long distributes helps through wholesalers. C: A. Emley. Ptr Ink 138:136+ Ja 6 '27

How Westinghouse jobbers were sold on a special drive. E. L. Andrew. Ptr Ink 135: 73-4+ Je 24 '26

Jobber helps

When you write to jobbers' salesmen. B. F. Berfield. Ptr Ink M 13:52+ D '26

Jobbers, Appeal to

How Gates reaches the jobber. M. A. Bartlett. Rubber Age 20:25-6 O 10 '26

Selling the jobber industrial equipment by mail. C. M. Harrison. Ptr Ink M 13:78+ S '26

ADVERTISING—*Continued*

Laws and regulations

California supervises real estate advertising and selling. T: J. Mercer. Ptr Ink 134:178+ Ja 7 '26
Care needed in labeling and advertising goods. Ptr Ink 134:145-6+ F 4 '26
Cash-value coupon needs careful handling. Ptr Ink 136:57-8+ S 9 '26
Commercial use of national flags and public insignia. B. A. Kosicki. U S Bur For & Dom Com Trade Information Bul 438:1-44 '26
Government warning on labeling and advertising medicines. Ptr Ink 140:89-90 Jl 14 '27
Illinois advertisers fight for Printers' Ink statute. Ptr Ink 139:33-4+ My 26 '27
May restrict use of "federal" and "United States." Ptr Ink 134:157 F 4 '26
Mississippi passes advertising bill. Ptr Ink 135:45 Je 10 '26
Printers' Ink model statute now law in Illinois. Ptr Ink 140:25-6+ Jl 28 '27
State laws affecting community advertising. M. Keet. Ptr Ink 135:57-8 Je 24 '26
Think twice before using the flag in advertising. B. A. Kosicki. Ptr Ink 135:165-6+ Je 24 '26
Use of photos of living persons in advertising. Ptr Ink 135:172+ Je 10 '26
Why the post office limits the size of coupons. Ptr Ink 137:108+ D 23 '26

See also Advertising, Fraudulent; Advertising agencies; Advertising contracts

Leaders

How Buxton is meeting price competition. R. Cole. il Ptr Ink 139:93-4+ My 12 '27
How McKinney made knockers a leader in its new line. il Ptr Ink 139:107-8 Je 2 '27
Specialty opened the way for us to advertise. C. W. Wanger. Ptr Ink 135:33-4+ My 27 '26
Why Curtiss played the favorite against the field. J: L. Scott. il Sales Management 12: 1001-2+ My 28 '27

See also Advertising—Family of products

Mediums

See Advertising mediums

Men, Appeal to

Healing the injured pride of masculinity; advertising M. J. B. coffee. Ptr Ink 141:10+ N 3 '27
Increasing sales to women by advertising to men. Ptr Ink 135:10+ Ap 8 '26
New note in newspaper campaign for shoe store opening. Ptr Ink 133:111-12 N 19 '25
Selling collars to men by pretty girl pictures. il Ptr Ink 139:10+ My 19 '27

National

See Advertising, National

Parents, Appeal to

Advertising—arch enemy of poverty and disease. R: Surrey. Ptr Ink 133:49-50+ D 10 '25

Planning

How many people really think? C: A. Bates. Ptd Salesmanship 49:429-30 Jl '27
Lord & Taylor's method of planning an advertising forecast. G. H. Cowan. Ptr Ink 140:136-7+ Jl 7 '27
Preparing for the advertising campaign. A. Nathan. Ptr Ink 137:96-7+ D 9 '26

Prize contests

Broadcasters use prize contests unfairly. S. Hopper. Ptr Ink 134:153-4 Mr 18 '26
Government prize contests. Ptr Ink 136:20 Jl 8 '26
Let's spend $10,000 to get some ill-will. C. B. Larrabee. Ptr Ink 141:17-20 N 3 '27
Master's voice; thrift essay contest beginning with a greeting by victrola record. J. P. Atwood. il Burroughs Clearing House 11:15-16+ My '27
Shredded wheat gets its message before teachers and pupils. T. A. DeWeese. il Ptr Ink 139:186+ Ap 21 '27
Slogan contest that did more than find a slogan. E. Peterson. Ptr Ink 140:10+ Ag 25 '27
$10,000 contest to help the baker sell bread. Ptr Ink 140:175-6 S 29 '27
This Squibb contest brought 125,000 entries. Ptr Ink 136:162+ Jl 22 '26
What a recipe contest will do. Ptr Ink 134: 184+ Mr 18 '26
When research kicks out tradition; Coca-Cola company used a market investigation and a contest. R. Dickinson. Ptr Ink 140: 57-8+ S 22 '27
Why we use contests in consumer advertising. E. R. Ricketts. Ptr Ink 140:77-8 S 8 '27

See also Bank employees—Contests

Psychology

Attention-value of newspaper advertisements. R: B: Franken. 55p [bibliog. p. 53-5] Association of national advertisers, New York '25
Conscious advertising copy. F: P. Anderson. Ptr Ink 136:129-30+ Ag 19 '26
Do most people really think? E: T. Hall. Ptr Ink 135:150 Je 17 '26
Don't high hat your prospect. D. M. Hubbard. Ptr Ink 134:113-14+ Mr 25 '26
Explanation of why users read your advertising. C. W. Van De Mark. Ptr Ink 139:52 Je 16 '27
Investigation of attention to advertisements. H. K. Nixon. 36p Columbia univ. press, New York '26
Kernel of wheat in advertising. J. R. Weddell. Ptr Ink 139:85-6+ Je 23 '27
Master-motive of curiosity. H. N. Casson. Ptd Salesmanship 48:123-4 O '26
Memory value of advertisements with special reference to the use of color. E. R. Brandt. 69p Archives of psychology, Columbia univ., N.Y. '25
My solution for all the problems in the world. E: S. Jordan. Ptr Ink 136:80+ Jl 1 '26
Printer's own advertising. R. Wood. Inland Ptr 76:387-9 D '25
Psychology of kodak advertising. T. W. Barnes. il Ptr Ink M 13:65-6 Ag '26
Relative strength of advertising appeals. R. Munroe. Lib J 52:123-7 F 1 '27
Selfishness—the key to sales. H. B. Campbell. Ptd Salesmanship 46:482-4 Ja '26
Styles in advertising. B. L. Dunn. Ptr Ink M 12:27-9+ Mr '26
Suggestion in advertising. T. F. MacManus. Ptr Ink 138:85-6+ F 10 '27
Tapping mental associations in advertising art. H. Blauvelt. Ptr Ink M 15:42-3+ S '27
What makes the buyer buy what we make? H. C. Hines. Ptr Ink M 15:53-4+ Ag '27
Why does everybody want to take a whack at advertising! R. W. Johnson. Sales Management 12:342+ F 19 '27
Why shun the abstract? that's where we live. R: Surrey. Ptr Ink M 12:45-6+ Je '26

See also Advertisements—Copy

Rates

Abolition of cash discount a menace to agency credit. Ptr Ink 136:73-4 Jl 29 '26
Are advertising rates too low for advertising's good? C. Bold. Sales Management 13:400 S 3 '27
Audit newspaper advertising rates? R. E. Lent. Ptr Ink 133:144+ N 26 '25
Faults of flat advertising rates. M. M. Miles. Inland Ptr 78:240 N '26
If the publisher should abolish the discount for cash. J. O'Shaughnessy. Ptr Ink 137: 65-6 O 21 '26
Inquiry into combination newspaper rates. C: A. Bates. Adv & Sell 8:22+ Mr 9 '27
National advertisers fix on policy of co-operation. Ptr Ink 133:17-18 N 26 '25
This matter of cash discount. F. G. Hubbard. Adv & Sell 8:24 Ja 26 '27

ADVERTISING—Rates—*Continued*

Why newspapers charge a lower rate for department store advertising. A. S. Ochs. Ptr Ink 134:73+ Ja 14 '26

Why reader interest is better than mass circulation. E: T. Hall. Ptr Ink 139:57-8+ My 5 '27

See also Advertising contracts

Returns

How long does an industrial advertisement live? H. W. Dearing. Ptr Ink 141:137-8+ O 27 '27

How we know which advertisements pay. P. V. Barrett. System 50:756+ D '26

Long wait for sales; why the advertiser of package goods should not expect immediate results. S. H. Giellerup. Adv & Sell 9:30+ S 21 '27

Never-can-tell of advertising. H. Blauvelt. Ptr Ink M 12:64+ Ja '26

See also Advertising—Inquiries

Schedules

Advertising campaign based on weather reports. A. E. Haase. il Ptr Ink 137:77-80 D 9 '26

How Mobiloil advertising keeps in step with buying habits; newspaper campaign of Mobiloil. R. Cole. Ptr Ink 139:157-8+ Ap 28 '27

Spreading retail sales more evenly over the week. R. M. Wright. Ptr Ink 137:146+ N 4 '26

Westinghouse creates a day-by-day newspaper campaign. J. C. McQuiston. Ptr Ink 138:33-4+ Mr 10 '27

What size space shall we use? M. Martin. Ptr Ink 140:3-4+ Ag 18 '27

See also Advertising—Continuity

Schools, Appeal to

To stamp or not to stamp return cards—what results show; International projector corporation, Chicago. M. E. Symonds. Sales Management 13:757-8+ O 29 '27

Societies

See American association of advertising agencies; Association of national advertisers; Association of newspaper advertising executives; International advertising association

Statistics

General Motors on national newspaper advertising statistics. Ptr Ink 135:73-4 Ap 29 '26

National newspaper advertising summary for January. Ptr Ink M 12:142+ Mr '26 [continued monthly]

125 leading magazine advertisers of 1926. Ptr Ink 138:41-2 F 10 '27

Trend of business movements; distribution movement. Published in monthly numbers of Survey of current business

Volume of advertising in monthly magazines. Published in Printers' ink, second number of each month

Stockholders, Appeal to

How big corporations keep the stockholders sold. Sales Management 9:740+ N 28 '25

Securing co-operation of stockholders. C. F. Hamsher. Bankers M 113:461-2+ O '26

Study and teaching

Advertising courses at Boston university. H: L: Johnson. Inland Ptr 78:955-6 Mr '27

Teachers of marketing indorse economics program. Ptr Ink 141:146+ O 27 '27

Tables, calculations, etc.

See also Milline

Taxation

This business of taxing advertising. R. K. Leavitt. Ptr Ink 136:17-20 Jl 1 '26

Terminology

Local and national advertising now retail and general. Ptr Ink 141:122-4 O 27 '27

Users, Appeal to

Explanation of why users read your advertising. C. W. Van De Mark. Ptr Ink 139:52 Je 16 '27

Waste

Hot water and lather; a study of waste in current advertising. R. Tinsman. Ptr Ink 137:105+ N 11 '26

Let's plug leak number one. S. E. Kiser. Adv & Sell 9:36+ Ag 10 '27

Wastes in newspaper advertising that can be eliminated. L: Wiley. Ptr Ink 133:49-50+ N 19 '25

Women, Appeal to

Advertisements that women read and heed. U. V. Wilcox. Inland Ptr 76:391-2 D '25

Advertising technical facts to women; the Tide Water oil sales corporation. H. C. North. il Ptr Ink 140:145-6+ Jl 14 '27

All about women—for advertisers only. J. H. Collins. Ptr Ink 134:3-4+ F 18 '26

Home as a copy laboratory. A. Bradbury. Ptr Ink 138:93+ Ja 6 '27

Little light on that dark subject—woman. M. H. Clarke. Ptr Ink 137:97-8+ N 18 '26

Men's wear stores for women only. R. Wilber. Ptr Ink 140:162+ S 15 '27

New note in newspaper campaign for shoe store opening. Ptr Ink 133:111-12 N 19 '25

Personalize your direct mail to women. S. B. Elgutter. Ptd Salesmanship 49:431-4 Jl '27

Pictures—a commercial necessity. R. Highet. Ptd Salesmanship 46:599-603 F '26

Selling the Queen. Ptr Ink 141:156 O 27 '27

"Ten cents worth of cigarettes, please"; advertising food. D. Power. il Adv & Sell 9: 34+ S 21 '27

This copy idea was clipped from the ship reporter's manual; Daggett & Ramsdell cold cream. Ptr Ink 137:93-4+ D 16 '26

This feminine chatter stuff. E. Emmett. Ptr Ink 135:25-6+ Ap 8 '26

Travel campaign addressed to women. Ptr Ink 134:130+ F 4 '26

What the coupon brings. il Ptd Salesmanship 49:525-30 Ag '27

When letters to the husband sell the wife. H. McJohnston. Ptr Ink 137:25-6+ O 7 '26

A woman—on women. B. K. Landes. Ptr Ink 140:156+ Jl 7 '27

You can't be funny with women—and live. M. Wiseman. Ptr Ink M 12:45-6+ My '26

Young people, Appeal to

Father pays the bills—but youth does the buying. A. L. Carmical. Sales Management 9:646+ N 14 '25

Youth rides triumphant in modern advertising. W. L. Larned. il Ptr Ink 140:145-6+ S 1 '27

Argentina

What we learned about increasing profits in Argentina. C: E. Spencer. Ptr Ink 133:89-90+ D 17 '25

Australia

Advertising and distribution problems of Australia. W. B. Edwards. Adv & Sell 9: 36+ Ag 24 '27

American influence on Australian advertising. J: Clayton. il Ptr Ink 139:122+ Je 9 '27

Australia as a market for American products. W. H. Redfern. Adv & Sell 10:40+ N 2 '27

California

Johns-Manville to invade Oakland and San Francisco territory. Sales Management 12: 705-6 Ap 16 '27

Canada

Why "made in Canada" persists in Canadian advertising. J: L. Love. il Ptr Ink 138:105-6+ Mr 24 '27

Chicago

Wide variety of spring advertising campaigns opens in Chicago. il Sales Management 12: 938+ My 14 '27

ADVERTISING—*Continued*

Cleveland, Ohio

What Cleveland national advertisers are doing this spring. Sales Management 12:826+ Ap 30 '27

Europe

Europe needs more international advertisers. S: A. Lewisohn. Ptr Ink 136:57-8 S 16 '26

France

A-B-C's of advertising in France. P. S. Salisbury. il Sales Management 11:506-7+ O 2 '26

France shows its latest in effective booklets. W: A. Kittredge. il Ptr Ink M 14:26-7 Ap '27

Some of the jokers in the foreign advertising deck. B. Staley. Ptr Ink 141:177-8+ O 20 '27

Great Britain

British advertising as reflected in the Christmas annual. D. Gridley. il Ptr Ink M 13:37+ D '26

British postal advertising provokes protest meeting. T: Russell. Ptr Ink 137:124-5 O 28 '26

British reading habits. A. Stote. Adv & Sell 9:40+ Jl 27 '27

Don't say England; say Britain. A. Stote. il Adv & Sell 9:34+ My 4 '27

Selling in Great Britain. R. B. Foster. il Sales Management 11:614-15+ O 16 '26

250,000 British housewives sample O'Cedar polish. Sales Management 9:765-6 N 28 '25

Why the British buy-at-home campaign appears doomed to fail. Ptr Ink 137:193-4+ D 16 '26

Hawaiian Islands

Musa-shiya, the shirtmaker, rubs Aladdin's lamp of business. L. Du Soe and O. Atkinson. il Forbes 20:18-19+ S 15 '27

Los Angeles, California

Liggett carries Owl war into Los Angeles. Sales Management 12:848+ Ap 30 '27

Mexico

Mr Oshkosh and Mr Podunk need advertising in Mexico. C. M. Wright. Ptr Ink 135:25-6+ Je 3 '26

New York (city)

Selling advertised merchandise in the 105 markets of New York city. W: J. La Varre. map Ptr Ink M 14:23-7 Mr '27

What the New York advertisers and agents are doing. il Sales Management 12:933-4+ My 14 '27

Portland, Oregon

Western products vie with national brands for supremacy in Portland. il Sales Management 12:822+ Ap 30 '27

Scandinavia

Including the Scandinavian; proving that women are reached by a style appeal. G. Walton. Ptr Ink M 15:49-50+ Ag '27

United States

Our country, one and divisible. J. H. Collins. Ptr Ink M 13:40-2+ Jl '26

ADVERTISING, Association

Advertising helped quintuple greeting card sales. R. W. Hicks. Ptr Ink 139:160-1+ Ap 14 '27

A.G.A. conference on national advertising. Am Gas Assn Pro 1926:846-56

Association campaigns that merchandise definite products. il Dom Eng 120:30-2 S 17 '27

Association campaigns that win prestige for the members. il Dom Eng 120:26-9 S 17 '27

Beware of confusing buyers; competitive advertising. Ptr Ink 133:28 N 19 '25

Cooperative advertising at San Antonio. Sheet Metal Worker 16:883+ Ja 1 '26

Cooperative advertising of Britain's gas industry. F. W. Goodenough. Gas Age 58:477-80 O 2 '26

Ear-muff manufacturers advertise. W. T. Dorr. Ptr Ink 140:57-8+ S 15 '27

Fish industry finally starts advertising. E. H. Cooley. il Ptr Ink 138:136-7+ Mr 31 '27

How an association raised a $5,000,000 promotion fund; the National lumber manufacturers association. Ptr Ink 138:141-2+ Mr 10 '27

How associations get members' salesmen to co-operate. W. Perry. il Ptr Ink M 13:47-50+ D '26

How the candy industry will be advertised. L: W. Wheelock. Adv & Sell 8:36+ Mr 23 '27

How 2,000 salesmen work with the save the surface campaign. H. E. Mordan. Ptr Ink 140:124-5+ S 29 '27

Introducing the Mustard club. J: L. Love. Adv & Sell 8:30+ Ja 12 '27

Lumber industry goes in for association advertising. H. Blauvelt. Ptr Ink 141:170+ O 6 '27

Lumber industry starts five-year educational campaign. Ptr Ink 141:217-18+ O 13 '27

Lumbermen act on million-dollar promotion program. Ptr Ink 134:36 F 25 '26

Meat packers in $300,000 co-operative effort. Ptr Ink 139:175-6 Je 30 '27

Nation-wide selling campaign in the electrical industry. R. A. Palmer. Ptr Ink M 12: 74+ Mr '26

New competition: where industry competes with industry. F. J. Ross. Ptr Ink 137:49-50+ N 25 '26

Newspaper campaign and trade name help sell ripe hot house tomatoes. B. A. Grimes. il Ptr Ink 141:33-4 O 6 '27

Oil heating institute to advertise for public confidence. Ptr Ink 139:77-8+ My 19 '27

Organizing for a co-operative campaign. A. E. Haase. Ptr Ink 138:115-16+ Mr 31 '27

Report of N.P.O. & V.A. committee on save the surface campaign. Oil Paint & Drug Rep 112:29+ N 4 '27

Rocky Mt. independents cooperate. Pet Age 17:28 My 15 '26

Soap manufacturers co-operate to advertise glycerine. R. Crothers. il Ptr Ink 137:177-8+ O 14 '26

Spreading Red Eagle gospel to a continent. C. C. Parlin. Pet Age 16:22-3 D 15 '25

Sunkist—a brilliant advertising example. H. E. Pettingill. Ptr Ink 137:145-6+ N 25 '26

Thirty-two-year-old association starts advertising; Texas cotton seed crushers' association. Ptr Ink 138:132 F 3 '27

Tying-up the dealer with associational national advertising. R. W. Hicks. Ptr Ink M 15:75 Ag '27

Who benefits by association advertising? Ptr Ink 140:149 Ag 18 '27

Wood carvers advertise to create steady employment. Ptr Ink 135:36+ Ap 15 '26

See also Advertising, Cooperative; *also* Cast iron pipe publicity bureau, Chicago, Illinois; National trade extension bureau

Finance

How to finance co-operative advertising. H. M. Hitchcock. Ptr Ink 140:73-4+ S 1 '27

How to raise funds for an association campaign. Adv & Sell 8:26+ F 23 '27

ADVERTISING, Cooperative

Advertising opportunity of the home replacement market; activity in electrical and building material industries. R. Cole. Ptr Ink 141:153-4+ N 3 '27

And now jewelry's joint campaign starts. il Ptr Ink 137:10+ O 14 '26

Another department of the steel industry advertises; co-operative campaign of the "cold finished steel bar" manufacturers. R. Cole. Ptr Ink 136:153-4+ S 23 '26

Bringing back a raw material that has gone out of style. il Ptr Ink 138:84-5+ Mr 3 '27

Chicago Ford dealers co-operate in advertising campaign. Sales Management 11:711+ O 30 '26

Cooperative advertising by competitors. H. E. Agnew. 246p Harper '26

ADVERTISING, Cooperative—*Continued*
Co-operative advertising campaign on electric refrigerators. Ptr Ink 134:10+ F 11 '26
Co-operative advertising gets cooperative tie-up. Ptr Ink 136:116 Jl 29 '26
Co-operative advertising—its past, present and future. D. Gridley. Ptr Ink 135:66+ My 20 '26
Co-operative advertising now for sterling silverware. Ptr Ink 135:101-4 Je 10 '26
Cooperative advertising scores for model home; a project of the Milwaukee journal. A. R. Smith. il plans Bldg Age 49:138-40 My '27
Co-operative advertising—the wholesalers' way out. C. W. Steffler. Comm & Fin 16: 12-13 sec 2 My 18 '27
Co-operative national advertising. F. J. Ross. Oil Paint & Drug Rep 110:25, 27; Discussion. 27+ O 22 '26
Electrical industry adopts five-year market development plan. Ptr Ink 136:44 S 16 '26
Four widely separated retailers advertise together. Ptr Ink 139:153 Je 30 '27
Group advertising by competitors. L: Bader. Textile World 69:4085 Je 19 '26
Joint advertising organ. F. Kutnewsky. Inland Ptr 77:747 Ag '26
Linen damask manufacturers join in advertising. Ptr Ink 136:36 Ag 26 '26
Making a local tie-up with the national group's campaign. il Ptr Ink 139:133-4 Ap 14 '27
Making it easier for buyers to buy when they come to town; the toy center and co-operative advertising. J. S. Lehren. Ptr Ink 137: 41-2+ D 2 '26
Making the world safe for the plumbago crucible. Ptr Ink 135:153-4+ Ap 29 '26
No-parking regulation forced this market to advertise; the Reading terminal market. H. Goldberg. Ptr Ink 139:105-6 My 26 '27
Portland sells refrigeration. il Elec West 59: 212-14 O '27
603 insurance agents join in newspaper campaign. L. E. Thieman. Ptr Ink 140:73-4 Jl 14 '27
Study per capita consumption! the men's shoe industry to correct conditions by co-operative advertising. A. E. Haase. Ptr Ink 136: 33-4+ S 2 '26
These specialty shops are giving the department stores a battle. il Ptr Ink 137:156-7+ O 14 '26
A 33-merchant plan for building larger volume; Los Angeles down town shopping news company. W. Clum. il System 51:473+ Ap '27
Thirty-three national advertisers stage a better homes campaign. L. P. Moore. il Sales Management 13:299-300+ Ag 20 '27
Toledo garages co-operate in "park indoors" campaign. Ptr Ink 141:33-4 O 13 '27
Toronto wholesalers' joint invitation to buyers. Ptr Ink 138:136 F 3 '27
Urging a community to boost its printers. C. W. Bryan. Ptd Salesmanship 48:243-5 N '26
When two interdependent manufacturers advertise—who pays? Ptr Ink 136:113-14 Jl 29 '26

See also Advertising, Association; Business streets—Advertising; Catalogs, Cooperative

ADVERTISING, Direct
Art of making goods self-selling; attached cards or booklets. H. N. Casson. Ptd Salesmanship 47:515-16 Ag '26
Buckeye book of direct advertising. C. R: Greer. 222p Beckett paper co., Hamilton, O. '25
Direct advertising. R. E. Ramsay. Published in monthly numbers of Inland printer. Discontinued December, 1926
Direct advertising used for strategical purposes. R. E. Ramsay. il Inland Ptr 78:419-21 D '26
Don't litter my car with advertising material. H. J. McGrath. Ptr Ink 134:52 Mr 11 '26
Greatest selling force in the world. N. Sweet. Ptd Salesmanship 49:365-6 Je '27
Help salesmen by giving them more printed matter. F. H. Williams. Ptd Salesmanship 49:52-3 Mr '27
How U. S. gypsum keeps waste out of direct advertising. D. Hubbard. Ptr Ink 136:105-8 Jl 29 '26
Last-minit-itis; one source of waste in advertising. K. Dirlam. Ptd Salesmanship 48: 137-8 O '26
This direct advertising idea cut selling costs two-thirds; tire distributor issues Purchasing agent's guide. R. McDaniel. Sales Management 12:55-6 Ja 8 '27

See also Advertising, Mail; Blotters; Catalogs; House organs; Labels; Package goods—Advertising

ADVERTISING, Educational
Advertisers may work hand in hand with Uncle Sam; the oyster industry reports some results. Ptr Ink 133:10+ D 3 '25
Advertising campaign proposed to enforce prohibition. Ptr Ink 135:149-51 My 6 '26
Advertising that cashes in on industrial gossip; Interstate iron and steel company. P. Llewellyn. Ptr Ink 140:135-6+ Jl 21 '27
Advertising to increase the dealer's prestige; the Elgin national watch company. R. Crothers. il Ptr Ink 137:140+ N 4 '26
Advertising vs. habit. Ptr Ink 136:128 S 2 '26
Antidote advertising. W. R. Heath. Ptr Ink 140:154+ S 29 '27
Bias vs. business. H. Botsford. Nation's Business 15:76+ Mr '27
Blind prejudice as a factor in retarding sales. J: L. Scott. Sales Management 13:355-6+ S 3 '27
Can advertising change fixed habits and customs? Ptr Ink M 13:64 N '26
Can advertising curb auto accidents? Ptr Ink 136:20 S 30 '26
Co-operation vs. competition; how the Fleischmann company turns potential into actual markets. D. P. Woolley. Sales Management 10:561-2+ Ap 17 '26
He's good because he's bad; Hartford fire insurance company's advertising. R. McKinley. Adv & Sell 8:21+ Ap 20 '27
How Timken is helping its manufacturer-customers. R. P. Kelley. il Ptr Ink M 15:45-6+ Ag '27
How we put our advertising to the test; Champion spark plug company. R. A. Stranahan. Sales Management 10:1033-4 Je 26 '26
Increasing the size of the consumer's purchase. T: F. Walsh. il Ptr Ink M 11:31-2+ D '25
Jobbers starting educational campaign. Ptr Ink 141:148 N 3 '27
Layman does what the professional dares not. Ptr Ink 133:166+ D 3 '25
Let's modernize the security offering advertisement. A. M. DeBebian. Ptr Ink 133: 74+ O 29 '25
Little Rollo in a flivver. A. H. Little. il Ptr Ink 139:41-2+ Je 30 '27
New type of community advertising; the Pacific mills uses paid space to reassure stockholders and workers. Ptr Ink 137:10+ N 25 '26
Omaha landlords inform tenants of operation costs. Ptr Ink 139:84 Je 16 '27
Other ways of telling dealers: no price cutting allowed. R. Crothers. Ptr Ink 135:136-7+ My 27 '26
Reforestation: the advertising lesson it teaches. M. B. Nelson. il Ptr Ink M 13:26-8+ Jl '26
The slant is the thing; informational literature. H. D. Thorn. il Ptr Ink M 13:74+ O '26
Social work publicity. C: C. Stillman. 254p Century co. '27
This newspaper campaign is overcoming prejudice; canners of pink salmon counteract public misconceptions. J. M. Mosely. Ptr Ink 135:109-10 My 13 '26
To advertise and educate. J: D. Blaine. il Business 8:26-7+ Ja '27
A trust company assumes the rôle of educator. Ptr Ink 139:175-6 My 12 '27

ADVERTISING, Educational—*Continued*
We did modernize security offering copy, Mr DeBebian. J. A. Lutz. Ptr Ink 133:107-8 N 12 '25

See also Advertising, Association; Advertising, Institutional; Instruction in use of product; Public utilities—Advertising; Publicity

ADVERTISING, Employees'
Employees buy space to get more business; advertising by workers of the Kansas City, Mexico & Orient railroad. R. Crothers. Ptr Ink 135:189-90+ Ap 8 '26

See also Advertising and employees

ADVERTISING, Foreign
Advertising automotive products in Europe. J. A. G. Pennington. U S Bur For & Dom Com Trade Information Bul 462:1-34 '27
Advertising for export trade. D. Bartlett. Ann Am Acad 127:186-90 S '26
Are the colors of your package O.K. for exporting? Ptr Ink 135:85-6+ Je 10 '26
Europe's door is open! but advertising is the only pass-word that will get you in. A. H. Deute. il Ptr Ink M 15:36-8+ Jl '27
Prejudices we had to overcome in developing foreign markets; export sales of Quaker Oats. C. C. Coldren. il Sales Management 10:1005-6+ Je 26 '26
Shipment of samples and advertising matter to Asia, Africa, and insular possessions. R. P. Wakefield. U S Bur For & Dom Com Trade Information Bul 427:1-57 '26
Three questions which exporters must answer. J. W. Sanger. Ptr Ink 135:38+ My 6 '26
Use of package inserts in foreign selling. Ptr Ink 137:33-4+ O 21 '26
What not to do in Rumania and Poland. Ptr Ink 134:129-30+ F 18 '26

See also country subdivisions under heading Advertising

ADVERTISING, Fraudulent
Advertising agent prosecuted with fraudulent advertiser. Ptr Ink 141:112 O 6 '27
Agency not held a party to fraudulent advertising. Ptr Ink 140:132 Jl 21 '27
Another correspondence school regulated. M. Bien. Prof Eng 10:16-17 N '25
Fight on crooked advertisers of toilet goods. A. J. Cramp. Ptr Ink 138:25-6+ Mr 24 '27
Fraud upon the public; advertising of correspondence schools of nursing. H. S. Cumming. Ptr Ink 139:10+ Ap 7 '27
Government's drive against fake medical advertising. Ptr Ink 135:85-6+ Je 24 '26
Kling-Gibson answers the Federal trade complaint. Ptr Ink 136:52 S 9 '26
Mail order medical frauds. R. D. Simmons. Nation's Health 7:732-3 N '25
New development in fight against fraudulent advertising. Ptr Ink 135:160 Ap 22 '26
Organized advertising attacks medical frauds. H. Hudson. Nation's Health 7:821-2 D '25
Publications which carry fake advertising to be attacked. Ptr Ink 136:41-2+ Jl 8 '26
Publishers cannot be compelled to accept misleading copy. Ptr Ink 138:152+ F 10 '27
Publishers may hold trade practice conference; ruling of the Federal trade commission in McGowan case. Ptr Ink 139:160+ Je 30 '27
Putting the advertising faker out of business. O. F. Hevener. Bankers M 112:844-5+ Je '26
Trade commission blames agency for fraudulent advertising. Ptr Ink 136:41-2 S 2 '26
Trade commission will fight fraudulent advertising. Ptr Ink 136:125-8 S 23 '26
Why pick out the publisher? E: L. Greene. Ptr Ink 136:33-4+ S 30 '26

See also Advertising—Laws and regulations; Advertising ethics; Better business bureaus; Printers' Ink model statute

ADVERTISING, Good will. See Advertising, Institutional

ADVERTISING, Government. See Government advertising

ADVERTISING, Indirect
Advertising the product or the idea? R. Cole. Ptr Ink 135:155-6+ Ap 15 '26
Books that lead to indirect sales. R. Cole. il Ptr Ink M 14:56, 59-60+ Mr '27
Indirect campaign sells scientific apparatus to doctors. Ptr Ink 134:145-6 Mr 4 '26
Selling two things by advertising five; the Thompson manufacturing company features a complete sprinkler system. R. McDaniel. il Ptr Ink 139:121-2+ My 12 '27
This manufacturer does community advertising; Georgia railway and power company. Ptr Ink 136:129 S 9 '26
What an industrial advertiser has learned about unselfish advertising. H. M. Toppin. il Ptr Ink M 13:24-5+ Jl '26
When a product has no sales appeal of its own; bird cages. M. Coates. il Sales Management 11:907-8+ N 27 '26

See also Advertising, Educational

ADVERTISING, Institutional
Advertising that makes a staple article picturesque. C: G. Muller. Sales Management 11:435+ S 18 '26
Another real estate broker starts good-will copy. il Ptr Ink 138:173-4 Mr 24 '27
Frowned-on stunt of leading trump. M. Gross. il Ptd Salesmanship 49:425-8 Jl '27
Has good-will copy a place in real estate advertising? Ptr Ink 138:157-8 Ja 27 '27
Hotpoint makes a left-handed advertising gesture. Ptr Ink 135:10+ Ap 22 '26
How institutional advertising helps General Electric sales. Ptr Ink 140:132 Jl 7 '27
Institutional copy and merchandise advertising. Ptr Ink 134:92 Ja 28 '26
Macy's starts a departmental-institutional newspaper series. il Ptr Ink 138:41-2+ Mr 3 '27
Nation-wide campaign for department store chain. il Ptr Ink 136:10+ Jl 29 '26
Nothing to sell but good-will. Sales Management 9:833-4 D 12 '25
Reverse English on institutional advertising. L. C. Clarke. il Ptr Ink 138:89-90+ Ja 27 '27
Wabash capitalizes on absent service. Ptr Ink 138:145-6 F 24 '27
Wholesale grocer advertises the personality of the company. Ptr Ink 134:44 F 18 '26
Why not indulge in a little reminiscing? W. L. Larned. Ptr Ink 135:137-8+ Je 17 '26
Your plant may make good advertising material. W. R. Heath. il Ptr Ink 139:97-8+ Ap 28 '27

See also Anniversaries—Advertising; House organs

ADVERTISING, Mail
Adler also believes in personal instruction for clerks; supplemented by booklet. P. F. Adler. Ptr Ink 138:113-15 Mr 3 '27
Advertisers tell how direct mail cuts sales costs. Ptr Ink 141:57-8+ O 27 '27
Attractive mailing pieces for the individual plumbing and heating merchandiser. il Dom Eng 118:22-4 Mr 12 '27
Backing up the sales force with direct mail advertising. C: W. Hoyt. Sales Management 12:1141-2 Je 11 '27
Backing up the salesman. E. J. Heimer. Ptd Salesmanship 47:334-6 Je '26
Better direct advertising brings change in selling methods. Sales Management 11:763 O 30 '26
Boosting a baby shop. C: A. Bates. Ptd Salesmanship 47:229-31 My '26
Budget plan in selling direct advertising. R. E. Ramsay. Inland Ptr 76:590-2 Ja '26
Business press an aid to mail campaigns. D. E. Stetson. Inland Ptr 77:53-4 Ap '26
Business tries out plan of eliminating salesmen. G: McWilliams. Ptr Ink 134:84-5 Mr 11 '26
But my business is different. C: A. Bates. Ptd Salesmanship 48:513-14 F '27
Calls by mail; how a sales promotion department helps the salesman overcome the burdens of hand-to-mouth buying. il Sales Management 12:218-20 F 5 '27

ADVERTISING, Mail—*Continued*
Can the letter shop work with the advertising agency? Ptr Ink 141:194+ O 27 '27
Circumstances?—I make circumstances. C: A. Bates. Ptd Salesmanship 47:337-8 Je '26
Creating interest. W. F. Wyman. System 49: 522 Ap '26
Dealer's views on direct-mail advertising. O. W. Kelly. Ptr Ink M 14:70 Ja '27
Direct advertising. C: H. Stirrup. 192p G. Allen & Unwin, ltd., London '24
Direct advertising to produce direct sales. R. E. Ramsay. il Inland Ptr 77:245-9 My '26
Direct advertising which gets and keeps correct lists. R. E. Ramsay. Inland Ptr 78:213-6 N '26
Direct advertising which keeps interest alive. R: E. Ramsay. il Inland Ptr 77:757-60 Ag '26
Direct advertising which paves the way for salesmen. R. E. Ramsay. il Inland Ptr 78: 79-81 O '26
Direct advertising which supplements publicity campaigns. R. E. Ramsay. il Inland Ptr 77:915-17 S '26
Direct mail advertising. H. J. Buckley. Am Gas Assn Pro 1925:575-8; Same. Am Gas J 124:136+ F 13 '26
Direct mail and the millionaire customer. E. T. Orcutt. il Ptr Ink M 14:45-6+ F '27
Direct mail as a solution to jobber indifference; Spiro manufacturing company sells direct to the dealer. R. K. Wadsworth. Sales Management 11:287-8 Ag 21 '26
Direct mail from the rural point of view. M. Morrow. Ptr Ink 133:49-50+ N 12 '25
Direct-mail in electrical advertising. J. Blum. Elec West 58:163-4, 228-9, 278-9 Mr-My '27
Direct mail puts on its holiday apparel. Ptr Ink 133:33-4+ N 26 '25
Direct mail versus legwork. C: A. Bates. Ptd Salesmanship 47:529-30 Ag '26
Distribution of the message. A. D. Welton. Burroughs Clearing House 10:19-21+ Je '26
Does your advertising talk as well as it looks? L. K. Davis. Ptd Salesmanship 47:535-9; 48:34-8 Ag-S '26
Duco merchandises finish by mail to find distribution links. Ptr Ink 138:224+ Ja 27 '27
11,000 accounts in seven months; how the Glidden company used a direct mail campaign to introduce lacq. il Sales Management 11:897-8 N 27 '26
Fifty cents a name for direct mail. C: W. Hoyt. il Sales Management 12:1227-8+ Je 25 '27
Five ideas culled from six years of direct-mail advertising. E. J. Heimer. Ptr Ink 137:69-70+ N 11 '26
Getting samples of industrial material through the mail. G: H. Wicker. Ptr Ink M 13:128 O '26
How a direct mail campaign sold coal in summer. C. Wood. Sales Management 11:446+ S 18 '26
How Cadillac sell direct advertising to their dealers. Ptd Salesmanship 50:115-16+ O '27
How long does advertising to architects live? Ptr Ink 140:116 Jl 14 '27
How much shall be spent for printing? E. H. Shanks. il Ptd Salesmanship 50:105-8+ O '27
How one company uses advertising to open new dealer accounts. R. K. Wadsworth. Sales Management 11:423+ S 18 '26
How Remington typewriter co. eliminates waste in direct mail. A. C. Reiley. Adv & Sell 9:34+ My 18 '27
How the King company paves the way for sales to municipalities. Sales Management 10:563-4 Ap 17 '26
How to develop advertising-printing. C: A. Bates. Inland Ptr 77:563-5 Jl '26
How to time direct mailings. Ptr Ink 135:168 My 27 '26
An increase of 576 per cent in one year! H. Brock. Ptd Salesmanship 49:125-8 Ap '27
Is direct mail getting too much patent medicine type advertising? Sales Management 10:126-7 Ja 23 '26
Kick out the cramps! C: A. Bates. Ptd Salesmanship 49:41-2 Mr '27
Killing the sale by direct mail. E. H. Felix. Ptr Ink 136:69-72 Ag 5 '26
The list's the thing. L. C. Lockley. Ptr Ink 137:86+ D 16 '26
Make a noise like a lion. C: A. Bates. Ptd Salesmanship 49:225-6 My '27
Making the stiffener pay its way. V. Drayne. Ptr Ink M 15:52 S '27
Now, as to $100 shaving brushes—? C: A. Bates. Ptd Salesmanship 48:233-4 N '26
Now we talk to industrial buyers in their own language; the Trackson company. W. H. Stiemke. il Sales Management 12:1101+ Je 11 '27
Occasional miracles don't prove anything. C: A. Bates. Ptd Salesmanship 49:510-11 Ag '27
Oil company sells greasing service by mail. Pet Age 19:32-3 Ja 1 '27
Our direct-mail cost per prospect is 83 cents; Hart-Parr company. D. E. Darrah. Ptr Ink 141:176+ O 27 '27
Our get-acquainted-kit gives the small dealer a varied line; I. B. Kleinert rubber company. R. K. Guinzburg. Ptr Ink M 14:122+ Mr '27
Pickings from a dealer's morning mail. A. H. Van Voris. Ptr Ink 134:113-14+ Mr 18 '26
Planning direct advertising in notion and novelty fields. R. E. Ramsay. Inland Ptr 76:415-18 D '25
Principles of selling by mail. J. H. Picken. 374p Shaw '27
Printed salesmen and how to use them. E. W. MacKenzie. Ptd Salesmanship 48:319-23 D '26
Printers of Abilene; bread advertising campaign. M. Heir. Inland Ptr 77:571-3, 738-40 Jl-Ag '26
Printer's opportunity in direct-mail advertising. C: A. Bates. Inland Ptr 78:412-14 D '26
Profitable mail persuasion. J. W. Sampson. 389p Park Row pub. co., New York '26
Question of C.O.D. direct-mail replies. Ptr Ink 134:77-8+ Mr 25 '26
Sales by mail. F. Ewing. Dom Eng 118:28+ Ja 15 '27
Sales: $124,101; cost: $1,397; how Sheaffer pen opened 2,406 new accounts. Sales Management 9:797+ D 12 '25
Shake well before taking! A. T. Moore. Ptd Salesmanship 50:56-8 S '27
Showing the dealer how to use mails to defeat the canvasser. Ptr Ink M 12:46+ Ja '26
Speeding up the big slow sale; direct-mail campaign of Anchor post fence company. R. Cole. Ptr Ink M 15:78+ O '27
Step up the class. E. P. Hermann. Ptr Ink 138:10+ F 10 '27
Sum of art and cleverness is not advertising. L. D. MacDonnold. Inland Ptr 77:894-5 S '26
Talking to the farmer via direct mail. T: F. Walsh. il Ptr Ink M 12:31-2+ My '26
Technique of direct advertising. H. N. Casson. Ptd Salesmanship 46:365-6 D '25
This plan brought forty-two per cent replies from one mailing; patent attorney advertises. il Sales Management 12:236+ F 5 '27
Three methods by which printers act as advertising counselors. R. E. Ramsay. Inland Ptr 76:925-8 Mr '26
3,500 architects said "keep me on your mailing list"; mailings of jumbo playing cards. J. P. Glaser. il Ptr Ink M 15:82+ Ag '27
Tying up the loose ends of the sales plan with direct mail; the Bartles-Maguire oil company. J. M. McLaughlin. Sales Management 12:35-6+ Ja 8 '27
Users of direct mail tell how it works. Ptr Ink 137:25-6+ O 28 '26
Utilizing the by-product of a printing business. E. H. Stuart. 99p E. H. Stuart, inc., Pittsburgh, Pa. '26
Value of the tested appeal. D. E. Stetson. Inland Ptr 76:411 D '25
What direct-dealer distribution has done for Freshman. H. R. Fuller. Ptr Ink 134:49-50+ Mr 4 '26

ADVERTISING, Mail—*Continued*
What direct mail can do in building industrial sales. B. H. Miller. Adv & Sell 10:36+ N 2 '27
What the coupon brings. il Ptd Salesmanship 48:125-9, 224-32, 329-35, 419-25, 515-23; 49: 35-40, 131-6, 229-35, 335-43, 437-43, 525-30; 50: 49-55, 151-2+ O '26-O '27 (to be cont)
When distributors buy only once a year. Ptr Ink 133:73-4 D 17 '25
Wholesale business created by printed salesmanship. H. N. Casson. Ptd Salesmanship 50:27-8 S '27
Working 5,000,000 prospects three times with direct mail; Chevrolet's million dollar mail campaign. il Sales Management 12:323-4+ F 19 '27

See also Advertisements—Books and booklets; Advertising, Direct; Broadsides (advertisements); Catalogs; Follow-up systems; Mail order business; Mailing lists; Order blanks; Printing trade—Advertising service; Sales letters

Inquiries

Direct advertising to produce direct inquiries. R. E. Ramsay. Inland Ptr 77:415-18 Je '26
We get industrial inquiries when and where we want them. B. H. Miller. Ptr Ink 135: 49-52 My 20 '26

Letters

See Sales letters

Postal cards

Government post cards as bearers of sales messages. J: T. Bartlett. il Ptd Salesmanship 48:141-3 O '26
How George Dunton sells auto repairs by post cards. F. H. Williams. Ptd Salesmanship 49:449-50 Jl '27
Post cards aid special appliance sales. il Elec W 89:614-15 Mr 19 '27
Pulling business with postal cards. Dom Eng 118:27-8 Mr 12 '27

Returns

Returns: fifty-five per cent. E. L. Barker. Ptd Salesmanship 49:49-50 Mr '27
Third-class pre-cancelled mail out-pulls first-class. Ptr Ink 134:101-2 Ja 21 '26
To stamp or not to stamp return cards—what results show; International projector corporation, Chicago. M. E. Symonds. Sales Management 13:757-8+ O 29 '27
To stamp or not to stamp the return envelope. Ptr Ink 140:175-6 Jl 21 '27
Two orders from a thousand letters: Hascall paint co. built a $500,000 sales volume. Ptr Ink 133:169-70+ N 19 '25
We use the same letter on the same list again and again. E. J. Heimer. Ptr Ink 135:10+ My 27 '26
What is your mail score? E: A. Borden. Ptd Salesmanship 46:589-92 F '26
Why I cooled off on return cards inclosed with letters. C. McPherson. il Ptd Salesmanship 50:125-8 O '27

Testing

How to check returns on sales letters. Ptr Ink 135:65-6 Ap 8 '26

ADVERTISING, National
Advertising finds new markets for a thirty-year-old product; Stone straw company. H. K. Dugdale. il Sales Management 12:693-4+ Ap 16 '27
Advertising is called upon to create another new market; how Everlastik, inc., is building distribution for Snugtex. il Ptr Ink 136: 146+ Ag 5 '26
American woolen takes its fabrics to the consumer. Ptr Ink 138:10+ Mr 24 '27
Another company drops private brands and lifts profits. R. Cole. Ptr Ink 134:85-6+ F 4 '26
Answer to Macy's attack on national advertising. A. E. Haase. il Ptr Ink 136:3-4+ Ag 12 '26
Blessed are the lowly, for they shall be advertised; milk bottles and milk bottle caps. N. Lewis. il Sales Management 12:42+ Ja 8 '27
Call it price manipulation not price maintenance. J: B. Whalley. Ptr Ink 137:149-50 O 21 '26
Changing our advertising—reduced the turnover of salesmen; American products company, Cincinnati, Ohio. A. Mills. il Sales Management 11:903-4+ N 27 '26
Consumer advertising—fabricating materials. Harvard Business R 5:350-7 Ap '27
Consumer wants the Marietta chair company to advertise. H. F. Case. Ptr Ink 139:49-50+ Je 23 '27
Divorce will not solve the department store problem. J. W. Champion. Ptr Ink 140: 139-40 Ag 11 '27
Does advertising influence brand prestige? C. B. Larrabee. Ptr Ink 138:157-8+ F 24 '27
Getting jobbers' salesmen to push your brand; advertising crushed pineapple. A. H. Deute. Ptr Ink 136:80+ Ag 12 '26
Getting ready for consumer advertising; Gaylord manufacturing company. R. Dickinson. Ptr Ink 133:17-20 D 17 '25
Goes to consumer to influence fabricators of a product; Smith, Hogg & company. il Ptr Ink 139:41-2+ Ap 28 '27
High pressure advertising. R. Borsodi. Adv & Sell 8:25+ Mr 9 '27
How advertising lifted spur ties out of the Dickie class. J. K. MacNeill. il Sales Management 11:1069-70+ D 25 '26
How advertising makes a staple out of a specialty. D. M. Hubbard. Ptr Ink 134:17-20 F 18 '26
How Pabst nails down right to basic commodity name. Ptr Ink 137:10+ D 2 '26
How private-brand jobbers were sold on an advertised line; Warrenton clam company. R. McDaniel. Ptr Ink 140:141-2 Jl 21 '27
How the department store views national advertising. R. L. Yonker. Ptr Ink 140:3-4+ Jl 7 '27
How we help the retail store buy customers; Selz, Schwab & company. E. S. Barlow. Ptr Ink 135:84-5+ Je 3 '26
Ideas that advertising turned into big business. A. E. Haase. Ptr Ink M 14:21-2+ F; 45-6+ Mr; 78+ Ap '27
Keeping a product out of the novelty class; Barbourwelt. Ptr Ink 135:161-2 Ap 15 '26
Macy's does not condemn national advertising; opposes a price fixing law. P. S. Straus. Ptr Ink 136:113-16+ S 9 '26
Missionary selling costs too much. A. H. Deute. Ptr Ink 138:69-72 F 3 '27
National advertisers spent $235,000,000 in newspapers in 1926; estimate made by Bureau of advertising. Ptr Ink 138:49-50+ Mr 17 '27; Adv & Sell 8:34+ Mr 23 '27
National advertising shaped to fit local markets. J: S. Wilkinson. Sales Management 12:893-4+ My 14 '27
National financing for national advertisers. P. M. Mazur. Ptr Ink 134:3-4+ Ja 21 '26
90 per cent of Pepsodent's sales cost is advertising. Ptr Ink 139:164+ Je 16 '27
Overhead must come down; price of advertised brands too high. J: B. Wright. il Sales Management 13:275-6+ Ag 20 '27
Sectional campaign that aims at national distribution. C. H: Tietjen. il Ptr Ink 141:77-8+ O 13 '27
Should a new company have advertising or distribution first? E. G. Pratt. Ptr Ink M 14:23-4+ My '27
Study of the distribution of advertised products. il Sales Management 13:205-6+, 283-4+, 385-6+, 467-8+, 567-8+, 684+, 753-4+ Ag 6-O 29 '27
Successful retailers handle advertised brands. Ptr Ink 140:177-8 S 22 '27
Syndicate buying is nothing to worry about. J. K. MacNeill. Ptr Ink 139:141-2 My 19 '27
Thirty-nine jobber salesmen dissect advertising. B. A. Grimes. Ptr Ink 137:49-50+ D 16 '26
Thirty-three-year old product starts advertising; Hookless fastener company. Ptr Ink 135:10+ Ap 15 '26

ADVERTISING, National—*Continued*
This jobber demands consumer advertising. B. K. Engel. Ptr Ink 135:3-4+ Ap 8 '26
This matter of "going national" in advertising. J. B. Wells. Ptr Ink M 15:29-30+ Ag '27
Versatility of baking soda to be nationally advertised by an eighty-year-old concern. il Sales Management 13:604-5 O 1 '27
We crashed national markets on a limited advertising budget; Henry A. Dix & sons corporation. F. E. Frank. il Sales Management 13:676+ O 15 '27
What a dealer thinks of long discounts and no advertising. O. G. Carpenter. Ptr Ink 136:89-90+ Ag 19 '26
What is a national advertiser? A. E. Haase. Ptr Ink 137:57-8+ D 23 '26
What national advertising can and cannot do. W. S. Lockwood. Am Gas Assn Pro 1926: 857-68
What the new purchasing power will mean to the advertiser. D. Jones. Adv & Sell 8:21+ Mr 23 '27
What will coming changes in retailing do to advertised brands? will giant retail combines attempt to do their own manufacturing? E: A. Filene. Ptr Ink 140:3-4+ Ag 4 '27
When a national advertiser floats a stock issue. A. E. Haase. Ptr Ink M 12:49-50+ F '26
When the local advertiser branches out. Ptr Ink 134:150+ F 11 '26
Why dealers waited forty-nine years to push our line; Bunte candies. F. A. Bunte. Ptr Ink 137:17-20 O 7 '26
Why don't finished product manufacturers mention the advertised parts they use? E: C. Barroll. Ptr Ink 138:148 Mr 10 '27
Why producer and jobber should get together. Ptr Ink 140:129-30+ S 1 '27
Why the chain stores want advertised goods. P. H. Metzger. il Ptr Ink M 13:35-6+ D '26
Why we feel we cannot advertise to the consumer; Marietta chair company. J. H. Warburton. Ptr Ink 139:77-8+ Je 9 '27
Why well-known advertisers get the cream of the new inventions. A. E. Haase. Ptr Ink 136:49-50+ Ag 26 '26
Will syndicate buying ruin advertised brands? Ptr Ink 139:3-4+ My 12 '27

See also Marketing—Cost; *also* Association of national advertisers

ADVERTISING, Outdoor

See also Billboards; Electric signs; Posters; Show cards; Show windows; Signs; *also* Outdoor advertising association of America

ADVERTISING, Political
Advertising as an aid to successful political campaigns. Ptr Ink 141:208+ O 13 '27
So they made him sheriff. S. Hopper. Ptr Ink 133:140+ N 26 '25

ADVERTISING, Soliciting of
Better business bureaus help swat fake charity advertising. Ptr Ink 141:82+ N 3 '27
How I buy and how salesmen could help me. C. H. Handerson. il Bankers M 114:87-9+ Ja '27
How to sell more space. F: Black. Inland Ptr 78:991-2; 79:61-2 Mr-Ap '27
Iron hand vs. the velvet glove in handling charity advertising solicitors. F. W. Ellsworth. Ptr Ink 140:33-4+ S 1 '27
Letters that sell advertising and why. C. McPherson. Sales Management 11:511-12, 727-9, 899-900+, 1073-4; 12:129-30, 507+ O 2, 30, N 27, D 25 '26, Ja 22, Mr 19 '27
National advertiser's view of space salesmen. E: T. Hall. Ptr Ink 137:109-10+ N 4 '26
Notable promotional book for a publisher; soliciting advertising for True Story magazine. Ptd Salesmanship 50:119-20 O '27
Pity the poor space buyer. G: Appel. Ptr Ink 134:20 Ja 21 '26
Satisfaction for space buyer and space seller. A. E. Haase. Ptr Ink 137:57-8+ D 16 '26
Sell newspaper space the same way shoes are sold. I. R. Parsons. Ptr Ink 135:41-2+ Je 24 '26
Space buyer shows his yardsticks. D. D. Jones. Ptr Ink 139:3-4+ My 26 '27
Space salesmen render us a real service. S. E. Conybeare. Ptr Ink 139:41-2+ Je 2 '27
Watch out for fake publications. O. F. Hevener. Ptr Ink 140:57-8+ Jl 14 '27
We will hold the presses while you prepare the copy. C. Bold. Sales Management 10: 1031-2 Je 26 '26
What are the best seasons for selling advertising? Ptr Ink 135:213+ Ap 22 '26
What I want publication representatives to tell me. H. P. Roberts. Adv & Sell 8:38 F 23 '27
What price business—when it is solicited with a black jack? C. Bold. Sales Management 9:882+ D 26 '25
What's wrong with space selling? P. T. Williams. Ptr Ink 135:121-2+ Je 17 '26
Why we feel we cannot advertise to the consumer; Marietta chair company. J. H. Warburton. Ptr Ink 139:77-8+ Je 9 '27

See also Advertising agencies; Printing trade—Advertising service

ADVERTISING, Trade union
Labor co-operates to advertise union label. R. Dickinson. Ptr Ink 137:189-90+ O 7 '26

See also International brick company

ADVERTISING affiliation
Affiliated clubs consider ways to reach larger markets. Ptr Ink 139:41-2+ My 26 '27
C. E. Percy elected president of Advertising affiliation. Ptr Ink 135:119 My 20 '26

ADVERTISING agencies
An advertiser's viewpoint; Youngstown pressed steel company. W. W. Galbreath. Adv & Sell 9:34+ Je 29 '27
Advertising agency and the new customer. R. Dickinson. Ptr Ink M 15:54+ N '27
Advertising agency as a personal service corporation. Ptr Ink 139:68 Je 23 '27
Advertising agency of fifty years ago. A. D. Porter. Ptr Ink 139:17-20 Ap 21 '27
Advertising agency, procedure and practice. F. Y. Keeler and A. E. Haase. 292p Harper '27
Advertising agency solicitation: "as it should be." Ptr Ink 137:49-50+ D 30 '26
Advertising service agency—its place. F: I. Lackens. Inland Ptr 77:580-1 Jl '26
Agencies prefer men! A. Casseres. pors Ptr Ink M 13:34-5+ Ag '26
Agency as a personal service corporation. E. D. Hill. Ptr Ink 139:49-50+ Ap 14 '27
The agent and the advertiser. A. D. Lasker. Ptr Ink 136:69-72+ S 16 '26
Average cost of agency copy is nearer $40—or maybe $400. W. B. Swann. Adv & Sell 8: 22+ F 9 '27
Be a woman! Ptr Ink 137:112 O 7 '26
Be fair to the client! S. K. Wilson. Ptr Ink M 14:90+ My '27
Can the letter shop work with the advertising agency? Ptr Ink 141:194+ O 27 '27
Check-list contracts for advertising service. L. W. Ellis. 148p L. Ellis, inc., New York '26
Come, let us reason together! M. Martin. Ptr Ink 141:17-20 O 6 '27
First impressions in an advertising agency. G: Field. Ptr Ink 134:123-4 F 11 '26
Forward look and a backward glance at the advertising agency. E. E. Calkins. Ptr Ink 138:57-8+ Ja 6 '27
Functions of the advertising agency. Ptr Ink 139:100 My 26 '27
Government explores the advertising agency. Ptr Ink 135:125-6 My 13 '26
Has advertising agency imprint a cash value? Ptr Ink 139:148+ Je 30 '27
Has the advertiser the right to edit copy? Ptr Ink M 11:47-8 D '25
How does the individualist fit into the organization? F. Presbrey. Ptr Ink M 12:25+ My '26
How the advertising industry is arbitrating its disputes. J. True. Ptr Ink 140:125-6+ S 15 '27
How we selected an advertising agency. C. P. Cushway. Ptr Ink 135:65-6+ My 27 '26
If I want to spend some money for advertising. C: A. Bates. Ptd Salesmanship 46:473-7 Ja '26

ADVERTISING agencies—*Continued*
Improving the chances of the young man in the agency. R. Tinsman. Ptr Ink M 12:25+ Ja '26
Increasing functions of the advertising agencies. A. E. Haase. Ptr Ink 138:3-4+ F 17 '27
Is this the right way to select an advertising agency? C. Bold. Sales Management 9:723+ N 28 '25
Nine little bottles; are some prevailing methods by which advertising agencies are selected wasteful and foolish? R. Dickinson. Ptr Ink M 15:31-2+ Ag '27
Other side of "Fifty years ago in advertising," J. A. Richards. Ptr Ink 139:17-20 My 26 '27
Planned advertising. G: French. 96p Charles W. Hoyt co., inc., 11 E. 36th St, New York '27
Profits in the advertising agency business. J: Benson. Ptr Ink 137:132+ O 28 '26
Relationship between Armstrong's advertising department and agencies. S. E. Conybeare. Ptr Ink 133:144+ D 17 '25
Remington plan for selecting an advertising agency; discussion. Sales Management 9: 806-8+ D 12 '25
Scope of the advertising agency. R. S. Durstine. Ptr Ink 135:92-3+ Je 24 '26
Shall advertising agencies tear up questionnaires? R. Dickinson. Ptr Ink M 15:37-8+ S '27
Should advertising agents twiddle thumbs and wait for business? C. Bold. Sales Management 10:269-70 F 20 '26
Something more about agency scope. R. A. Ferguson. Ptr Ink 133:41-2 N 26 '25
Ten questions to ask an advertising agent. F. Y. Keeler and A. E. Haase. Ptr Ink 140: 49-50+ S 29 '27
This nervous shifting of accounts. Adv & Sell 9:36+ S 7 '27
Trade commission blames agency for fraudulent advertising. Ptr Ink 136:41-2 S 2 '26
Try to unscramble selling and advertising, Mr Deute. F. E. Fehlman. Ptr Ink M 11:41-2 D '25
We don't use questionnaires in choosing an advertising agency. R. Dickinson. Ptr Ink M 15:31-2+ O '27
What I like—and don't like—in agency solicitations. Ptr Ink M 12:27+ Ap '26
What's ahead for the advertising agent? suggestion that he belongs on advertiser's board of directors. S. C. Dobbs. Ptr Ink 134:3-4+ Ja 14 '26
When you pick an advertising agent—pick a good one. G: L. Willman. Sales Management 11:707-8+ O 30 '26
Where to sell it [adapted to use of advertising managers]. p.210-49 Hill & co., inc., 21 E. Van Buren St, Chicago '26
Why former direct advertisers are now using agencies. Ptr Ink 139:20 Je 16 '27
Why not a standard contract form for agency and advertiser? J: N. Boyle. Ptr Ink 140: 52 Jl 7 '27
Work of the media department of an agency. G. Richards. Ptr Ink 135:152-3+ Je 24 '26
Working to a definite plan in advertising practice. M. Martin. Ptr Ink M 12:45-6+ Ap '26

See also Advertising, Soliciting of; American association of advertising agencies; Erwin, Charles R.; Lord & Thomas; Phelps, George Harrison, inc.

Commissions

Agency commission is defended before Federal board. Ptr Ink 141:155-6 O 6; 139-53+ O 13; 117-24+ O 20 '27
Agency commission system gets government discussion. Ptr Ink 133:17-20+ D 3 '25
If the publisher should abolish the discount for cash. J. O'Shaughnessy. Ptr Ink 137:65-6 O 21 '26
Is the present system of agency remuneration sound? C. D. Newell. Ptr Ink 137:57-60+ N 4 '26

Directories

Dartnell advertiser's guide. 444p Dartnell corporation, Chicago '26

Information files

How to give the media buyer a chance to think. L. Ellis. Adv & Sell 9:22+ Je 1 '27

Law

Advertising agencies not principals but agents. A. L. Guesmer. Ptr Ink 139:41-2+ Je 16 '27
Advertising agent prosecuted with fraudulent advertiser. Ptr Ink 141:112 O 6 '27
Can advertisers be made to pay twice for space? Ptr Ink 140:113-16 S 22 '27
Is the advertising agency liable for space used? Ptr Ink 140:85-6 Ag 18 '27
More light on who pays when advertising agent fails. Ptr Ink 134:89-90 Ja 7 '26

Libraries

Key problems in the special library; advertising. M. L. Alexander. Special Lib 17:74 F '26

Salesman

How should advertising agency salesmen be paid? Ptr Ink 138:116 Mr 3 '27
How to compensate advertising agency salesmen. Ptr Ink 137:97-8 D 23 '26

Service

Advertising agency service needs standardization. J: Benson. Ptr Ink 140:85-6 Jl 28 '27
Baker's dozen in agency service. Adv & Sell 9:42+ O 5 '27
Extras of agency service. F: J. Ross. Ptr Ink 136:57-9 Jl 1 '26
How much service shall the agency give the advertiser? H: T. Ewald. Ptr Ink 139:49-50+ Je 9 '27
How to help the small advertiser grow big. D: M. Botsford. Ptr Ink 141:76+ N 3 '27
Lynn Ellis makes a road map of the advertising agency's service. C. Bold. il Sales Management 12:1209-10+ Je 25 '27
Where does advertising agency service begin and end? F. J. Ross. Ptr Ink 137:146+ O 28 '26

ADVERTISING agencies, American association of. See American association of advertising agencies

ADVERTISING and bankers
Advertising in its relation to profits. A. B. Cook. Bankers M 115:213-17 Ag '27
Banker as advertising counselor; free publicity vs. advertising. S. C. Dobbs, jr. Ptr Ink M 13:39-40 Ag '26
To lend or not to lend? W: T. Mullally. Ptr Ink 136:10+ Ag 26 '26
What bankers think of advertising by merged companies. A. W. Loasby. Ptr Ink 139:25-6+ Ap 28 '27

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ADVERTISING and employees
Advertising helps those who help themselves. C. T. Hubbard. Ptd Salesmanship 49:144-5 Ap '27
Don't tell me the handclasp is gone; the Gorham master craftsmen. E. B. Weiss. il Ptr Ink M 11:45 D '25
Workers urge employers to advertise. R. Dickinson. Ptr Ink 136:145-6 S 2 '26

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ADVERTISING and physicians
How advertising helps medicine help the public; medical profession's attitude toward advertising changes. M. Fishbein. Ptr Ink 136: 3-4+ Ag 19 '26

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ADVERTISING and salesmen
Do your salesmen sell your advertising to prospects only? I. Fleming. Ptr Ink 137:3-4+ N 11 '26

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Du Pont salesmen know how to cash in on advertising. W: A. Hart. Ptr Ink 135:105-8 Je 24 '26; Same abr. Sales Management 11: 39-40 + Jl 10 '26
Getting salesmen to squeeze every cent out of the advertising dollar. H. C. Menagh. Ptr Ink 137:17-20 N 4 '26
Helping the dealer see his place in the national campaign; Brownie campaign. R. Cole. Ptr Ink 140:17-20 S 15 '27
How advertising has changed the salesman's job. C: W. Brooke. Ptr Ink 140:17-20 Ag 4 '27
How associations get members' salesmen to co-operate. W. Perry. il Ptr Ink M 13:47-50+ D '26
How salesmen should talk to dealers about advertising. O. Grigg. Ptr Ink 137:89-90+ N 18 '26
How we sold our fieldmen on the use of dealer literature. R. B. Cook. Ptr Ink 138:33-4+ F 3 '27
Making advertising a star act at the sales convention. Ptr Ink 133:130+ D 24 '25
Now our salesmen work with the advertising department. K. G. Merrill. Ptr Ink 134:33-4+ F 4 '26
Our salesmen dramatized our advertising copy; The Ruberoid co. S. B. Wildrick. Ptr Ink 133:77-8+ N 26 '25
Salesman complains about his firm's advertising. W. R. Heath. Ptr Ink 136:137-8+ Jl 22 '26
Salesmen as advertising missionaries. Ptr Ink 136:179-80+ Ag 26 '26
Show them why—and dealers will advertise. C. O. Powell. il Ptr Ink M 14:52+ Je '27
Thirty-nine jobber salesmen dissect advertising. B. A. Grimes. Ptr Ink 137:49-50+ D 16 '26
Training salesmen to make sound advertising presentations. F. H. Wellington. Ptr Ink 137: 105-7 O 28 '26
Training the sales force to ply advertising as a selling tool. Sales Management 11:732+ O 30 '26
What a salesman can learn about selling from advertising. Ptr Ink 134:81-2+ Mr 18 '26
When distributors are blind to the company advertising. Sales Management 13:667-8 O 15 '27
When your salesmen neglect advertising. Sales Management 11:269-70+ Ag 21 '26

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ADVERTISING appropriations
Advertising remains the small man's opportunity. R. Dickinson. Ptr Ink 137:182+ N 18 '26
Appropriation plus continuity. H. W. Sanders. Burroughs Clearing House 11:19-20 Mr '27
Automobile advertising budget reaches huge total. J: Cleary. Adv & Sell 9:34+ Jl 13 '27
Budget plan in selling direct advertising. R. E. Ramsay. Inland Ptr 76:590-2 Ja '26
Buying advertising out of surplus. Ptr Ink 140:116+ Ag 4 '27
Campbell soup advertising program expands. A. E. Haase. Ptr Ink 133:10+ D 17 '25
Determining the industrial advertising appropriation. C. B. Larrabee. Ptr Ink M 13:33-4+ Jl '26
Even a little advertising can do much. Ptr Ink 134:169-70 Mr 11 '26
Four automotive companies spent more than $1,000,000 for national magazine advertising in 1926. Automotive Ind 56:459 Mr 19 '27
How bakers break down advertising appropriations. Ptr Ink 139:52 Ap 7 '27
How much can you afford to invest in new territories? R. Dickinson. Ptr Ink 135:41-2+ My 20 '26
How much of the advertising appropriation should be held in reserve? C. B. Larrabee. Ptr Ink M 13:31-2+ Ag '26
How much shall be spent for printing? E. H. Shanks. il Ptd Salesmanship 50:105-8+ O '27
How the Sheaffer pen advertising appropriation is built. Ptr Ink 136:80 Ag 26 '26
How to determine the advertising appropriation. C. B. Larrabee. Ptr Ink M 12:21-2+ Je '26
If it's charity, why charge it to advertising? free goods evil. A. E. Haase. Ptr Ink M 13:50 + Jl '26
Industry's advertising budget reaches huge total; fifty leading companies in 1926 spent more than $41,000,000. J: Cleary. Automotive Ind 56:751-3 My 21 '27
Jell-O spent $7,688,000 for advertising from 1905 to 1923. Ptr Ink 139:28 Je 2 '27
Kellogg's original appropriation was $150. Ptr Ink 136:116 Ag 19 '26
Mapping out the bank's advertising appropriation. G. P. Knapp. Ptr Ink 137:197-8+ O 7 '26
National advertisers spent $235,000,000 in newspapers in 1926; estimate made by Bureau of advertising. Ptr Ink 138:49-50+ Mr 17 '27; Adv & Sell 8:34+ Mr 23 '27
One hundred leading periodical advertisers. Ptr Ink 134:44 Mr 25 '26
125 leading magazine advertisers of 1926. Ptr Ink 138:41-2 F 10 '27
One way to cut the overhead for copy and art work; Chase Velmo uses same advertisements for different markets. F. B. Baldwin. il Ptr Ink M 15:51+ N '27
Palmolive's 1925 appropriation reaches $4,000,000; suit against imitation. Ptr Ink 133:10+ D 24 '25
Report on a survey of advertising expenditures by paint and varnish manufacturers in 1925 and 1924. L. W. Batten, jr. Oil Paint & Drug Rep 109:41 Je 14 '26
Six principles for appropriating advertising funds. M. McGhie. Adv & Sell 9:22+ O 5 '27
Some estimates on 1925 newspaper advertising appropriations. Ptr Ink 134:33-4+ Mr 18 '26
Some factors which govern the advertising appropriation. C. B. Larrabee. Ptr Ink 135: 116-17+ My 20 '26
System and the advertising appropriation. C. A. Hoppock. Ptr Ink 136:25-6+ Jl 22 '26
Take an inventory of your advertising. Ptr Ink M 12:50+ My '26
Ways of calculating and building up the advertising appropriation. J. J. Berliner. Am Gas J 126:379-82 Ap 16 '27
What a banker's questionnaire on advertising disclosed. U. H. McCarter. Ptr Ink 136:3-4+ Jl 8 '26
What about advertising appropriations for 1927? R. Dickinson. Ptr Ink 138:3-4+ Ja 27 '27
What percentage of total sales for advertising? Ptr Ink 141:195-6 O 20 '27
What price public utility advertising? Elec West 58:264-5 My '27
When the advertiser wants to cut his appropriation; comparison of commercial advertising methods with circus methods. E. Whitmore. il Sales Management 13:195-6+ Ag 6 '27

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Accounting

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ADVERTISING as a business index
Downward tendency shown by recent advertising data. W. L. Crum. Annalist 28:267 Ag 27 '26
Help wanted and situations wanted advertising in Minneapolis and St Paul newspapers. Comm & Fin Chr 123:1692-3 O 2 '26
Newspaper advertising in New York city as an index of the trend in various lines of business. W. L. Crum. Annalist 27:341-2, 371-2, 435-7, 499-500, 579-80, 709+; 28:37-8 Mr 5-12, 26, Ap 9, 23, My 21, Jl 9 '26

ADVERTISING as a profession
Advertising as a career. S. Resor. Ptr Ink 139:65-6+ My 12 '27
Advertising man—a human interrogation point. S. R. Hall. Ptr Ink 141:105-6+ O 13 '27
Bachelor of arts takes a hand. P. K. M. Thomas. Ptr Ink M 14:63-4 My '27

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Danger ahead! J. B. Gray. il Ptd Salesmanship 49:533-5 Ag '27
Don't give advertising a professional status. C. Wagener. Ptr Ink 139:121-4 Je 30 '27
Dont's from a down-an'-out's diary. Ptr Ink 140:25-6+ Ag 4 '27
Harvest truly is plenteous, but the laborers are few. H: C. Walker. Ptd Salesmanship 46:604-5 F '26
How to become an advertising man. N. Lewis and R. E. Kane. 185p Ronald press '27
If law is a profession, so is advertising. G. Russell. Ptr Ink 140:57-8+ Ag 4 '27
Let's have more advertising men who are business men. H. Buckley. Gas Age 57:139-40+ Ja 23 '26
Message for Mr Masson. M. Droke. Ptr Ink 138:179-80 Mr 31 '27
My life in advertising. C. C. Hopkins. Adv & Sell 9:19-20+ Je 1; 22+ Je 15; 22+ Je 29; 22+ Jl 13; 22+ Jl 27; 22+ Ag 10; 22+ Ag 24; 22+ S 7; 22+ S 21; 26+ O 5; 22+ O 19; 10:30+ N 2 '27
On breaking into advertising. A. L. Delin. Ptr Ink 138:106+ Ja 20 '27
Professional status for advertising? A. E. Haase. Ptr Ink 139:125-6+ Je 2 '27
Recollections and reflections. J: A. Thayer. il Adv & Sell 9:32+ Je 15 '27
Sign-on-the-dotted-liners in the copy department. S. K. Wilson. Ptr Ink M 12:84+ Mr '26
There's one in every agency; being a reply, in a round-about way, to "don'ts from a down-an'-out's diary". G. Gilpatric. Ptr Ink 140:49-50+ Ag 18 '27
What is an advertising man, Mr Buckley? G. Cooke. Ptr Ink 139:57-8+ Ap 14 '27
What's wrong with advertising men? C: R. Wiers. Ptr Ink 135:185-6 My 13 '26
Why do advertising men change jobs so frequently? H. J. Buckley. Ptr Ink 138:17-20 Mr 10 '27
Will engineers make the best advertising men? L. Ellis. Adv & Sell 9:25+ Ag 24 '27

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ADVERTISING campaigns
A. B. C. and the D. E. of advertising. G: B. Hendrick. Ptr Ink 137:77-80 N 11 '26
Advertising campaign that failed—and why; Yours truly food products. H. Brennan. Ptr Ink 141:25-6+ O 13 '27
Campaign that doubled Puritan malt sales in one year. J: L. Scott. il Sales Management 12:607-8+ Ap 2 '27
Don't let the new design kill the rest of the line; pieces-of-eight chest, Rogers bros. silverplate. C. B. Larrabee. il Ptr Ink M 13: 28-30+ D '26
11,000 accounts in seven months; how the Glidden company used a direct mail campaign to introduce lacq. il Sales Management 11:897-8 N 27 '26
Flit newspaper campaign moves north with warm weather. il Ptr Ink 139:149-50 Je 16 '27
Food products and automobiles active in Denver campaigns. Sales Management 12:503-4 Mr 19 '27
Helping the dealer see his place in the national campaign; Brownie campaign. R. Cole. Ptr Ink 140:17-20 S 15 '27
How Oneida times its newspaper campaigns in eighty cities. Sales Management 10:1003-4 Je 26 '26
How the small advertiser can compete with his larger rivals. E. W. Leach. il Ptr Ink 138:109+ F 24 '27
How U.S. Rubber introduces a new line. il Ptr Ink 139:101-2 My 5 '27
Public's responses showed the way to Chase velmo. B. A. Grimes. Ptr Ink 136:153-4 S 9 '26
Selling the higher-price item against intense competition. Ptr Ink 137:173+ N 25 '26

Special weeks
Gauging the value of the week in food merchandising. Ptr Ink M 15:134+ N '27
What dealers think of the "week" idea. H. J. McGrath. Ptr Ink 135:177-8 Je 24 '26

ADVERTISING cards
Early American trade cards from the collection of Bella C. Landauer. 25p W. E. Rudge, New York '27
Sanka car cards must stay, court rules. il Ptr Ink 140:92 Jl 14 '27

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ADVERTISING characters
Advertising character is protected as a trade-mark; the Armand girl. Ptr Ink 137: 153-4 N 25 '26
How the advertiser can use his trade character. D. Gridley. Ptr Ink M 12:35-6+ Mr '26
In the days of Sunny Jim. R. Dickinson. Ptr Ink 138:99-100+ Mr 3 '27
Jiggety guys speed Knapp Electric's sales. Ptr Ink 133:76+ D 3 '25
Let your advertising characters talk naturally. W. L. Larned. Ptr Ink 134:138+ F 11 '26
Making the trade character earn his keep. Ptr Ink 136:117-18 Jl 8 '26
Picturesque protean campaign; vernacular copy. W. L. Larned. il Ptr Ink 140:126-7+ Jl 21 '27
Procter & Gamble revive an advertising character. Ptr Ink 134:52+ Ja 21 '26
Protecting the advertising character. Ptr Ink 134:50+ F 25 '26
Trade character is built to specifications. Ptr Ink 135:186+ Ap 22 '26
Trade characters go to work for industrial advertiser; Trimo wrenches. D. Gridley. Ptr Ink M 15:35+ Ag '27
Using a trade character to personify the appetite appeal; Griswold cast iron cooking utensils. R. Cole. il Ptr Ink 140:17-20 Ag 18 '27
Where do trade characters originate? C. B. Larrabee. il Ptr Ink M 12:40-1+ F '26

ADVERTISING clubs
Story of Tray B-N. L. G. Sherman. il Adv & Sell 9:30+ O 19 '27
Why an advertising club? W. F. McClure. Ptr Ink 138:92 Mr 31 '27

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ADVERTISING commission
Advertising commission meets. Ptr Ink 137: 137-8 D 2 '26
Recommend study and interpretation of advertising values. Ptr Ink 139:101-2 My 19 '27

ADVERTISING contracts
Buying advertising space on the basis of sales made. R. G. Fields. Ptd Salesmanship 48:144 O '26
Check-list contracts for advertising service by L. Ellis. Review by R. W. Johnson. Sales Management 11:937-8 N 27 '26
Publishers cannot be compelled to accept misleading copy. Ptr Ink 138:152+ F 10 '27
Sanka car cards must stay, court rules. il Ptr Ink 140:92 Jl 14 '27

Cancellation
Shall we cancel? M. Martin. Ptr Ink 134:3-4+ Mr 4 '26

ADVERTISING departments
Business organization; the advertising manager. 23p Metropolitan life insurance co., New York '27
Charting the work of the advertising department. W. Perry. Ptr Ink M 15:49-50+ N '27
How advertising can control the whole business. A. W. Shaw and others. Ptr Ink 135: 73-6+ My 20 '26
How to keep a file of advertising cuts. T. E. Maytham. il Ptr Ink M 15:45-6+ N '27
Oiling the machinery of the advertising department. H. M. Hitchcock. Ptr Ink 141: 132+ N 3 '27

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Relationship between Armstrong's advertising department and agencies. S. E. Conybeare. Ptr Ink 133:144+ D 17 '25

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ADVERTISING ethics
An analysis of display advertising in Philadelphia newspapers to determine its expressed truth or falsity. J: R. Doubman. 94p Univ. of Pennsylvania Library, Philadelphia, Pa. '26
Another abuse of the franking privilege. il Ptr Ink 139:25-6+ Ap 7 '27
Another group of advertisers adopts a fair play code. Ptr Ink 136:49-50+ Jl 15 '26
Big idea behind the Better business bureaus. E: L. Greene. Ptr Ink M 12:33-4+ Je '26
Dignity and duties of the advertising profession. G. Frank. Ptr Ink 139:81-2+ Ap 14 '27
Does advertising fool some of the people some? J. H. Collins. Ptr Ink M 12:42-4+ Ap '26
Does automobile advertising need toning down? K. W. Stillman. Automotive Ind 56: 889-91 Je 11 '27
Economists in wonderland. E. Quackenbush. Adv & Sell 8:27+ Ap 6 '27
Governor Zimmerman calls for further advertising clean-up. Ptr Ink 141:129 O 27 '27
How far should copy censorship go? remarks by Federal trade commissioner Humphrey. Ptr Ink 135:133-4+ Je 3 '26
How much sincerity does advertising want? I. S. Rosenfels. Adv & Sell 10:28+ N 2 '27
How true is "truth in advertising"? L. G. Sherman. Adv & Sell 9:25+ Jl 27 '27
If advertising doesn't do its own house cleaning—then what? R. W. Johnson. Sales Management 12:1011-12+ My 28 '27
Irvin Cobb gets instructions on copy writing. Ptr Ink 133:72 D 24 '25
Is economic necessity an excuse or a reason for bad advertising? R. W. Johnson. Sales Management 13:21-2+ Jl 9 '27
Just what should be censored in advertising copy? G: F. Riegel. Ptr Ink 135:85-6+ My 13 '26
Millions for thinking—not one cent for piracy. W. C. D'Arcy. Ptr Ink 136:113-14 Ag 5 '26
Mr Chase broadcasts the beans. K. M. Goode. Adv & Sell 9:28+ Jl 27 '27
Most momentous question facing our business today; exaggeration. R. L. Hurst. Adv & Sell 9:24 O 5 '27
Need for courage in the fight against business frauds. S. R. Hall. Sales Management 13: 281-2 Ag 20 '27
Plan for advertising audit. M. Morrow. Sales Management 13:68-9 Jl 9 '27
Practical ethics of sincere advertising. E. E. Calkins. Adv & Sell 10:19-20+ N 2 '27
Pseudo scientific arguments in advertising. J: Benson. Adv & Sell 8:28+ F 23 '27; Same cond. Ptr Ink 138:57-8+ F 24 '27
Suggests plan to eliminate fakery in advertising; Audit bureau. R. W. Johnson. Sales Management 12:695-6+ Ap 16 '27; Discussion. 12:1046+ My 28 '27
Trade commission causing mistrust of advertising. Ptr Ink 137:194-5 N 4 '26
Truth in advertising—even when it hurts. R. Crothers. Ptr Ink 134:10+ Ja 14 '26
Truth is a mighty advertising technique. E. E. Calkins. Adv & Sell 8:20 F 9 '27
Truths, half-truths and untruths in advertising and selling. D. Gridley. Ptr Ink 136:87-8 Ag 5 '26
What effect has advertising that people can't believe? R. Surrey. Ptr Ink 133:3-4+ D 17 '25
What the public is being told about today's advertising. R. W. Johnson. Sales Management 12:895-6+ My 14 '27
Wisconsin governor emphasizes truth in advertising. Ptr Ink 138:49-50+ Mr 31 '27
You can't fool all the people long—so why try it? J. MacRorie. Aera 18:25-8 Ag '27
You pays your money and you takes your choice; advertising of musical instruments. A. R. Barkley. il Sales Management 13:145-6 Jl 23 '27
Your money's worth: a study in the waste of the consumer's dollar. S. Chase and F. J. Schlink. 285p [bibliog. p. 269-75] Macmillan '27; Review, by T. Masson. Ptr Ink 140: 57-8+ Ag 11 '27

See also Advertising, Fraudulent

ADVERTISING literature
How advertisers are getting schools to use their literature. J: A. Murphy. il Adv & Sell 8:23-4+ Ap 6 '27

ADVERTISING managers
Business of being an advertising manager. J. M. Campbell. Adv & Sell 8:34+ F 23; 27+ Mr 23 '27
Origin of the species. G. H. Durston. Adv & Sell 8:27+ Ja 12 '27
Satisfaction for space buyer and space seller. A. E. Haase. Ptr Ink 137:57-8+ D 16 '26
Send your advertising manager out in the field. E. W. Leach. Ptr Ink 139:105-6+ My 19 '27
Status of the advertising manager. J. M. Campbell. Adv & Sell 9:27+ Je 15 '27
Traveling advertising manager. R. B. Woolley. Ptr Ink 136:149-50+ S 16 '26
Why advertising managers get other titles. Ptr Ink 138:189-90 Mr 24 '27
Why do salesmen go over my advertising manager's head? Ptr Ink 134:81+ F 11 '26

ADVERTISING mediums
Campbell soup advertising program expands. A. E. Haase. Ptr Ink 133:10+ D 17 '25
Dining car—a consumer medium; menus and booklet. E. T. King. Ptr Ink M 15:41+ S '27
Editorial policies make or break pulling power of advertising. R. K. Wadsworth. Sales Management 10:265-6 F 20 '26
Exporters to get data on all foreign advertising mediums. Ptr Ink 137:161-2 N 11 '26
Gentle art of audience buying. O. C. Harn. Ptr Ink 134:3-4+ Mr 11 '26
How do you determine your logical buyers? E. K. Mitchel. Ptr Ink M 11:63-4 D '25
How to answer the professional product plugger; what the makers of Paris garters told a comedian. Ptr Ink 140:10+ Jl 14 '27
How to give the media buyer a chance to think. L. Ellis. Adv & Sell 9:22+ Je 1 '27
I found out one thing about advertising; advantages of paid space. F. Ritchie. Ptr Ink 136:65-8 Jl 29 '26
It's time the newspapers and magazines stopped bickering. G. T. Hodges. Ptr Ink 140:57-8+ Jl 7 '27
Job of space buying. G. Richards. Ptr Ink 134:100-1+ Mr 25 '26
On hiring a hall. R. K. Leavitt. Ptr Ink 135: 49-52 Je 10 '26
Publishers' advertising income double circulation income. Ptr Ink 138:146 F 24 '27
Relative value of advertising mediums. B: Soby. Ptd Salesmanship 46:385-9 D '25
Selective advertising. Comm & Fin Chr 124: 3268-70 Je 4 '27
Some suggestions for the Audit bureau. J. M. Schmid. Ptr Ink 135:85-6+ Je 17 '26
Space buyer shows his yardsticks. D. D. Jones. Ptr Ink 139:3-4+ My 26 '27
Voice in the sky that talks to millions. E. H. Felix. il Adv & Sell 9:32 Ag 10 '27
What makes a mail order medium? R. K. Wadsworth. Sales Management 10:415-16 Mr 20 '26
Why all the sadness about duplicate circulation? K. M. Goode. Adv & Sell 9:28+ Ag 24 '27; Discussion. 9:31+ S 7 '27
Work of the media department of an agency. G. Richards. Ptr Ink 135:152-3+ Je 24 '26

See also Advertising—Rates; Advertising contracts; Audit bureau of circulations; Blotters; Calendars; House organs; Milline; Moving pictures in advertising; Radio advertising

ADVERTISING mediums—*Continued*

Farm journals

Advertise the farm as a market. Ptr Ink 136: 154+ Jl 1 '26
Circulation abuses and their effect on advertising. E: T. Hall. Ptr Ink 135:17-20+ My 20 '26
Circulation evils and what they really mean. M. Morrow. Ptr Ink 135:33-4+ My 20 '26
Circulation methods used in the farm-paper field. H. C. Klein. Ptr Ink 135:49-52 My 27 '26
Farm paper strategy board to aid advertisers. Ptr Ink 141:108-9 O 27 '27
Why reader interest is better than mass circulation. E: T. Hall. Ptr Ink 139:57-8+ My 5 '27
Why the cost per inquiry sometimes seems too high. Ptr Ink 134:57-8+ Ja 21 '26

Foreign language press

Bank gets 2,797 new depositors among foreign element. Ptr Ink 134:122+ Mr 18 '26
Direct to the foreign element. F: O. Schubert. Burroughs Clearing House 10:42-3+ Ap '26
Foreign language market wants facts with proof. G: I. Kram. Ptr Ink 140:108-9+ Ag 4 '27
Tromite corporation advertising gives immigrants lessons in English. Ptr Ink 134:115-16 Mr 4 '26

House organs

Advertising in house magazines. Ptr Ink 139: 147 Je 30 '27
Danger in house-organ advertising. Ptr Ink 134:110 Ja 7 '26
House-organs as advertising mediums. C: P. Rodman. Inland Ptr 76:432 D '25

Insurance journals

Advertising in insurance journals is a paying proposition. R. C. Dreher. Spectator 119:33 N 3 '27

Irregular mediums

Gentle grafter and official publications. E. H. Stuart. Ptr Ink 141:12+ O 13 '27
How New Orleans banks have curbed irregular mediums. F. W. Ellsworth. Ptr Ink 136: 17-20 Jl 29 '26
I swat charity advertising and save some money. Ptr Ink 140:25-6+ Jl 21 '27
Iron hand vs. the velvet glove in handling charity advertising solicitors. F. W. Ellsworth. Ptr Ink 140:33-4+ S 1 '27
Put on a velvet glove before you swat charity advertising. Ptr Ink 140:122+ Ag 11 '27
Watch out for fake publications. O. F. Hevener. Ptr Ink 140:57-8+ Jl 14 '27; Abstract. Comm & Fin Chr 125:465-6 Jl 23 '27

Motor trucks

Business-building possibilities of your truck. W. Parker. Sheet Metal Worker 18:704-5 O 21 '27
Eight truck bodies that make you want to buy. il System 50:42-3 Jl '26

Newspapers

Advertisers have newspaper circulation clinic. Ptr Ink 137:33-4+ N 18 '26
Advertising builds good will; how the newspapers can help utilities serve the public. T: H. Moore. Am Gas J 123:636+ D 12 '25
Can we put a local punch in newspaper campaigns? L: H. Waldron. il Sales Management 13:749-50 O 29 '27
Country newspaper organization to secure more national advertising. G. L. Caswell. Inland Ptr 78:633 Ja '27
Distribution of the message. A. D. Welton. Burroughs Clearing House 10:19-21+ Je '26
Early newspaper advertising. H. H. Boyce. il Nation's Business 15:32-3 N '27
Give newspaper readers the sort of advertising they want. L. C. DeVeaux. Ptr Ink 139:165-6 My 19 '27
How du Pont buys newspaper space. W: A. Hart. Ptr Ink 136:10+ Jl 22 '26
How to sell more space. F: Black. Inland Ptr 79:274-5 My '27
How Vick got national distribution. Ptr Ink 135:180+ My 20 '26
How weeklies can get more national advertising. N. J. Radder. map Inland Ptr 77: 938-9 S '26
Many states working on field manager plan. G. L. Caswell. Inland Ptr 78:809-10 F '27
Meeting of International newspaper advertising executives. Ptr Ink 141:122-4 O 27 '27
Multiple benefits of compulsory newspaper combinations. R. T. Snodgrass. Adv & Sell 8:40+ Ap 6 '27
Must publishers accept mail-order advertising? the Federal trade commission's attitude on this question. Ptr Ink 133:70+ N 26 '25
National advertisers spent $235,000,000 in newspapers in 1926; estimate made by Bureau of advertising. Ptr Ink 138:49-50+ Mr 17 '27; Adv & Sell 8:34+ Mr 23 '27
Newspaper advertising overcomes a dull real estate market. il Ptr Ink 139:33-4 Je 9 '27
Newspaper circulation. J. M. Schmid. Ptr Ink 137:58+ N 11 '26
Newspaper route to all good markets. Ptd Salesmanship 46:618-25 F '26
Newspapers and insurance advertising. J. W. Longnecker. Spectator 119:29+ Jl 14 '27
Publishers get report on newspaper advertising progress. Ptr Ink 139:109-10 Ap 28 '27
Radio programs are now being advertised in newspaper space. B. A. Grimes. il Ptr Ink 138:151-2+ Mr 3 '27
Sell advertising on reader-hour basis; the country weekly. M. L. Cope. Inland Ptr 80:232 N '27
So-called saturation point one-third behind sales possibilities; manufacturer adds newspapers to business paper advertising. R. McDaniel. il Sales Management 13:35-6+ Jl 9 '27
Space buyer's yardsticks inch by inch. D. D. Jones. Ptr Ink 140:117-18+ S 29; 141:57-8+ O 6; 129-30+ O 13; 57-8+ O 20; 112-13+ O 27 '27
Wanted—a national audit of lineage figures. S. E. Conybeare. Adv & Sell 9:21+ Je 15 '27
Wastes in newspaper advertising that can be eliminated. L: Wiley. Ptr Ink 133:49-50+ N 19 '25
Westinghouse now localizing by newspaper advertising. L. C. Paul. il Aera 13:61-6 Ag '27
When the newspaper advertising man says sign here. Sales Management 10:747-8 My 15 '26
Why Kayser uses newspapers to feature style as news. G. Walton. il Ptr Ink M 14:27-8+ My '27

See also Advertising—Rates; *also* American newspaper publishers' association—Bureau of advertising; Association of newspaper advertising executives

Periodicals

Magazine executives meet with National advertisers. Ptr Ink 138:160 Mr 24 '27
Magazines hold first department meeting. Ptr Ink 136:52+ Jl 1 '26
Romance of the magazine. G. L. Sumner. Adv & Sell 9:25+ My 4 '27
There's a "sixth sense" yardstick too. R. F. Owsley. Ptr Ink 139:69-70 Je 9 '27
What ten years have done for the class group of magazines. il Sales Management 11:801-2+ N 13 '26

Playing cards

3,500 architects said "keep me on your mailing list"; mailings of jumbo playing cards J. P. Glaser. il Ptr Ink M 15:82+ Ag '27

Radio broadcasting

See Radio advertising

Street cars

Sale of railway advertising space. H. Samuelsen. Elec Ry J 70:199-200 Jl 30 '27

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Theater tickets

AutoStrop uncovers a new tie-up plan. Ptr Ink 133:181+ N 19 '25

Trade Journals

Analysis of the business press. M. L. Wilson. Ptr Ink 133:49-50+ D 24 '25
A.B.C. and the industrial advertising field. O. C. Harn. Adv & Sell 9:34+ Je 15 '27
Editor's responsibility to the advertiser. E. J. Mehren. Eng & Min J 120:714 O 31 '25; Same. Chem & Met Eng 32:949-50 D '25
Hard-boiled technical man has a heart—appeal to it. Ptr Ink 137:155-6 D 23 '26
More science in industrial space buying. H. M. Carroll. Ptr Ink 140:77-8 Ag 18 '27; Discussion. 140:99-100 S 1 '27
Novelty backgrounds in business—paper campaigns. W. L. Larned. il Ptr Ink 138:89+ F 17 '27
$20,000 mystery campaign pulled $6,000,000 worth of business. F. E. Moskovics. Sales Management 11:21-2 Jl 10 '26
What business-paper advertising accomplished for Centemeri. W. M. Smith. Ptr Ink 137:197-8+ N 18 '26
What can be done in small space in industrial magazines? W. L. Larned. Ptr Ink M 12:36-7+ My '26
What do advertisers want to know about business papers? C. F. Beatty. Adv & Sell 8:34+ Ja 12 '27

See also Advertising—Industries, Appeal to

Africa

Advertising automotive products in Africa. J. A. G. Pennington, comp. U S Bur For & Dom Com Trade Information Bul 479:1-28 '27

Europe

Advertising automotive products in Europe. J. A. G. Pennington. U S Bur For & Dom Com Trade Information Bul 462:17-34 '27

Great Britain

Buying space in Britain. A. Stote. Adv & Sell 9:66-7 S 7 '27

Latin America

Advertising automotive products in Latin America. J. A. G. Pennington. U S Bur For & Dom Com Trade Information Bul 510:1-39 '27

ADVERTISING men. See Advertising as a profession; Advertising managers

ADVERTISING novelties

Getting attention for the new season's line. Ptr Ink 136:57-8+ Jl 29 '26
Rubber erasers find wide use as advertising novelties. il Rubber Age 22:69-70 O 25 '27
Unusual dealer helps to introduce the new product; the Ocean leather company. Ptr Ink M 12:44 Mr '26

See also Models, Miniature

ADVERTISING policies

Advertising in its relation to profits. A. B. Cook. Bankers M 115:213-17 Ag '27
Another way for manufacturer and chain store to sell together. il Ptr Ink 137:10+ O 28 '26
Before you advertise appraise the market. J. B. Wells. Ptr Ink M 15:75-6+ O '27
Bigger business for small manufacturers in advertising to local market. W. R. Hotchkin. il Adv & Sell 8:22+ Ap 6 '27
Bird, the advertising heretic; why rugs and roofs appear in same advertisements. A. E. Haase. il Ptr Ink M 15:36+ O '27
Can advertising make a product too well known? F. D. Gonda. il Ptr Ink M 12:36-7+ Je '26
Fourteen tests for weak spots in an advertising program. T. Dartnell. Ptr Ink 137:3-4+ D 2 '26
Give your advertising a chance to sink in. A. H. Deute. Ptr Ink 140:97-8+ Jl 14 '27
Giving sales appeal to raw material in the finished product; why monel metal retains its identity. J. F. McNamara. il Sales Management 13:371-2+ S 3 '27
Headquarters can best handle advertising for branches. Ptr Ink M 14:106+ Ja '27
How Betty Bright attained national distribution. C. S. Parker. Ptr Ink 140:17-20 S 8 '27
How long should the same sample offer be advertised? N. Lewis. Ptr Ink 139:100-1+ Ap 14 '27
How Maxwell House hooks its advertising to sales potentials. H: T. Stanton. Ptr Ink 140:165-6+ S 22 '27
How to get okehs from the board of directors. J. T. Bartlett. Ptr Ink 133:41-2+ D 3 '25
How to get the most from your advertising. J. H. Rand, jr. Forbes 17:22-3+ F 15 '26
I know I wouldn't do it. S. R. Hall. Ptr Ink 138:10+ Ja 27 '27
Ideas, not words, won leadership in this industrial market; International combustion engineering corporation. R. Perry. il Sales Management 13:125-6+ Jl 23 '27
Law of balance also governs the decisions of marketing. H. A. Barton. Ptr Ink M 15:71-2+ Ag '27
Passing of the cracker barrel; the part advertising is playing in the trend away from bulk goods and fighting brands. Ptr Ink 139:177-8 Je 2 '27
Perhaps the product needs several simultaneous campaigns; Eagle Brand condensed milk. A. E. Haase. il Ptr Ink 138:17-20 F 10 '27
Two plans that brought us new business in slump months. G: R. Meyercord. il System 49:649-51 My '26
Use of advertising during depression. R. S. Vaile. Harvard Business R 5:323-30 Ap '27
We found our own market in a competitive field; increased malted milk sales forty per cent in one year. L. A. Thompson. il Sales Management 12:797-8+ Ap 30 '27
Weather-vane advertisers. E. Brisacher. Ptr Ink 139:3-4+ Je 2 '27
Westinghouse creates a day-by-day newspaper campaign. J. C. McQuiston. Ptr Ink 138:33-4+ Mr 10 '27
When the sales and advertising plan is ahead of the organization. C. Bold. Sales Management 11:62+ Jl 10 '26
When two interdependent manufacturers advertise—who pays? Ptr Ink 136:113-14 Jl 29 '26
Who is your real competitor? it may be a wrong mental attitude; experience in marketing canned mushrooms. A. L. Knight. Ptr Ink 139:115-16+ Ap 28 '27
Wrigley's advertising formula: don't get in a rut! D. M. Hubbard. il Ptr Ink 138:33-4+ Ja 27 '27

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ADVERTISING portfolios

Advertising portfolio need not be a bulky contraption. I. Fleming. il Ptr Ink M 13:39-40 S '26
Advertising portfolios for salesmen. Ptr Ink 140:137 S 1 '27
Portfolio which makes the dealer want to cooperate in the advertising campaign. il Ptr Ink M 14:120+ My '27
This portfolio helps salesmen tell advertising story; how H. D. Lee company strengthened method of presentation. Ptr Ink M 13: 81 S '26

ADVERTISING rates. See Advertising—Rates

ADVERTISING research

Bureau of advertising research and education planned. Ptr Ink 140:33-4+ S 29 '27
Can engineering principles be applied to advertising? C. F. Kettering. Adv & Sell 9: 21+ My 18 '27
Have you a sales opportunity in the small towns? F. G. Hubbard. Adv & Sell 9:27+ Ag 10 '27
If I want to spend some money for advertising. C: A. Bates. Ptd Salesmanship 46:473-7 Ja '26

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Passion for research. C. Bold. Sales Management 10:493-4 Ap 3 '26; Discussion. 10:572, 933-4; 11:212+ Ap 17, Je 12, Ag 7 '26
Some suggestions for research. E. R. Smith. Ptr Ink 140:99-100 Ag 4 '27
Specifics—how research digs them out. E. K. Mitchel. Ptr Ink M 12:81+ Ja '26
This survey led to copy that doubled Pyrex inquiries. R. F. Merrick. Ptr Ink 136:25-6+ Jl 8 '26

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ADVERTISING specialty association
Annual convention, 24th. Ptr Ink 140:100+ S 29 '27

ADVERTISING tape
Successful inventors; P. Everett Lockhart and Charles J. Hauk, jr. M. Wright. il Sci Am 137:242-3 S '27

AEOLIAN building, New York
New Aeolian building, New York city. Arch & Bldg 59:146-7, pl 91-5 My '27

AEON realty building, New York city
Aeon realty building, New York city; views and plans. Arch Rec 60:563-6 D '26

AERATION of sewage. See Sewage disposal—Activated sludge method

AERATION of water. See Water aeration

AERIAL surveying. See Surveying, Aerial

AERIAL tramways. See Cableways

AEROBOARD
Aeroboard; Goodrich research engineers convert rubber into lumber. Marine Eng 32: 226 Ap '27; Same. Rubber Age 20:552 Mr 10 '27
Goodrich aeroboard. Paper Tr J 84:42 Je 9 '27

AEROCRETE. See Concrete, Porous

AERODYNAMIC balances
Wind balance in the Boeing aerodynamical laboratory at the University of Washington. F: B. Farquharson. Washington U Eng Exp Sta Bul 38:1-23 '26

AERODYNAMIC laboratories
Guggenheim fund assists Michigan university. Aviation 21:1041+ D 20 '26

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How science can improve your golf. P. A. Vaile. il diag Sci Am 135:426-7 D '26
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Study and teaching

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Annual meeting, 5th, Boston, Dec. 4-5. Am Dyestuff Rep 14:823-34, 851-90; 15:3-36 D 14 '25-Ja 11 '26; Textile World 68:3529+ D 12 '25
Annual meeting, 6th, Charlotte, N.C., Dec. 3-4. Am Dyestuff Rep 15:821-32 D 13 '26; Textile World 70:3551+ D 11 '26

AMERICAN association of woolen and worsted manufacturers
Annual meeting, New York. Textile World 68:3363-70 D 5 '25
Annual meeting, 20th, New York, Dec. 1. Textile World 70:3325-9 D 4 '26
Association field work activities. Textile World 68:3075 N 21 '25

AMERICAN automobile association

Motor bus division

A. A. A. motor bus division; its accomplishments, present condition, plans for the future. A. M. Hill. Bus Transportation 6:86-8 F '27
Annual meeting, 1st, Philadelphia, June 15-16. Automotive Ind 56:966-8 Je 25 '27; Elec Ry J 69:1106-7 Je 18 '27; Ry Age 82:2051-4 sec 2 Je 25 '27; Bus Transportation 6:365-81 Jl '27
Bus division set-up accepted by A.A.A. committee. Bus Transportation 5:276 My '26
Joint meeting of the board of directors and legislative committee, Cleveland, Ohio, Oct. 4. Bus Transportation 6:633-4 N '27
National organization perfected at Washington meeting, March 19. Bus Transportation 5:216-17 Ap '26; Good Roads 69:230 Je '26
Who's who on the A. A. A. bus board. pors Bus Transportation 5:334-6 Je '26

AMERICAN bankers' association
Annual convention, 52d, Los Angeles, Calif., Oct. 5-7. Comm & Fin Chr 123:77-160 sec 2 O 16 '26; Bradstreet's 54:661 O 9 '26; Am Bankers Assn J 19:271-4 N '26; Bankers M 113:605-7+ N '26
Annual meeting, 53d, Houston, Tex., Oct. 24-27. Comm & Fin 16:2253-4 N 2 '27; Bradstreets 55:713 O 29 '27; Comm & Fin Chr 125:2342-4 O 29 '27; Manuf Rec 92:81-2, 83-4 N 3 '27
Annual spring meeting of executive council, Hot Springs, Ark., May 2-5. Bankers M 114: 842+ Je '27; Comm & Fin Chr 124:2857-8 My 14 '27
Part played by organized banking in financial history. O. Wells. Am Bankers Assn J 18: 817-18+ Je '26
Spring meeting of the executive council at Pinehurst. Am Bankers Assn J 18:731-4+ My '26

Agricultural commission

Banker-farmer movement. Am Bankers Assn J 19:456+ D '26

Clearing house section

Proceedings at 20th annual convention, Los Angeles, Calif., Oct. 6. Comm & Fin Chr 123:133-41 sec 2 O 16 '26; Am Bankers Assn J 19:331-2 N '26; Bankers M 113:647+ N '26

Educational foundation

Report on A. B. A. educational foundation. J. H. Puelicher. Comm & Fin Chr 123:89-90 sec 2 O 16 '26; Same abr. Am Bankers Assn J 19:285-6 N '26
Trustees named for Foundation. pors Am Bankers Assn J 18:475 Ja '26

National bank division

Proceedings at 21st annual convention, Los Angeles, Calif., Oct. 4. Comm & Fin Chr 123: 161-14 sec 2 O 16 '26; Am Bankers Assn J 19:309-12 N '26; Bankers M 113:653-6 N '26

Savings bank division

Proceedings at 25th annual convention, Los Angeles, Calif., Oct. 6. Comm & Fin Chr 123: 155-60 sec 2 O 16 '26; Am Bankers Assn J 19:319-20 N '26; Bankers M 113:668-9+ N '26

State bank division

Proceedings at 10th annual convention, Los Angeles, Calif., Oct. 4. Comm & Fin Chr 123:115-32 sec 2 O 16 '26; Am Bankers Assn J 19:296-8 N '26; Bankers M 113:661+ N '26

Trust company division

Fourth regional trust co. conference in Los Angeles. Comm & Fin Chr 123:1958-9 O 16 '26
Mid-winter A.B.A. trust conference. Bankers M 112:434-7 Mr '26
Proceedings at 30th annual convention, Los Angeles, Calif., Oct. 5. Comm & Fin Chr 123:148-54 sec 2 O 16 '26; Am Bankers Assn J 19:323-4 N '26; Bankers M 113:657+ N '26
Third annual Mid-continent trust conference, Minneapolis and St Paul, Sept. 1-3. Trust Companies 45:341-5 S '27
Thirty years of service. F. H. Sisson. Comm & Fin Chr 123:152-3 sec 2 O 16 '26; Same cond. Am Bankers Assn J 19:325 N '26

AMERICAN boiler manufacturers' association
Annual convention, 38th, Hot Springs, Va., May 31-June 2. Power 63:908 Je 8 '26
Annual convention, 39th, French Lick, Ind., May 30-June 1. Power 65:934-5 Je 14 '27
Winter meeting, Cleveland, Ohio, Feb. 11. Power 65:305-6 F 22 '27

AMERICAN bond and mortgage company

Building economic research bureau

Establishment of Building economic research bureau by American bond & mortgage co. Comm & Fin Chr 123:2708 N 27 '26

AMERICAN book company
American book company's building, New York city. il plans Arch & Bldg 59:182-3, pl 121-4 Je '27

AMERICAN, British and continental corporation
New corporation to engage in international finance on world-wide scale. Comm & Fin Chr 123:2593-9, 2720 N 20-27 '26

AMERICAN Brown Boveri electric corporation
Consolidated income and surplus account, year ended Dec. 31, 1926. Elec W 90:46 Jl 2 '27

AMERICAN car and foundry company
Annual report, 27th, for year ended April 30, 1926. Comm & Fin Chr 122:3617 Je 26 '26
Annual report, 28th, for the year ended April 30, 1927. Comm & Fin Chr 125:112 Jl 2 '27
Eliminating industrial waste through safety. G. A. Orth. Safety Eng 53:5-11 Ja '27
Investment issue temporarily depressed. Mag of Wall St 40:1120 O 22 '27
Motoring from congested cities on deep sea bungalows! O. D. Foster. il Forbes 19:30-1+ My 1 '27

AMERICAN car and foundry company—*Cont.*
Notable achievement in accident prevention at Berwick plant. A. C. Carruthers. il Safety Eng 52:69-77 Ag '26
Progressive management a feature. M. Miller. Mag of Wall St 40:314-15+ Je 18 '27

AMERICAN ceramic society
Annual meeting, 28th, address of retiring president. E. W. Tillotson. Am Cer Soc J (Bul) 9:263-70 Je '26
Annual meeting, 28th, Atlanta, Feb. 8-13. Brick & Clay Rec 68:298-9, 386-91 F 16-Mr 2 '26; Manuf Rec 89:73-4 F 18 '26
Annual meeting, 29th, Detroit, Feb. 14-18. Iron Tr R 80:553 F 24 '27; Power 65:343 Mr 1 '27; Brick & Clay Rec 70:388-95 Mr 1 '27
Contributors during 1925 to the work of the society. pors Am Cer Soc J (Bul) 9:60-84 Ja '26
Summer meeting, Philadelphia, August 30-September 2. Brick & Clay Rec 69:423-4 S 14 '26

AMERICAN chain company
American chain buys control of Manley. Automotive Ind 56:952 Je 18 '27

AMERICAN chemical society
Activities of the American chemical society. C: L. Parsons. Am Chem Soc J 48 [no 8A]: 31-65 Ag 20 '26
American chemical society celebrates fiftieth anniversary of its founding. Oil Paint & Drug Rep 110:22+ S 13 '26; Manuf Rec 90: 85-7 S 16 '26; Textile World 70:1441-4+ S 11 '26
Evolution of the American chemical society. F. W. Clarke. Am Chem Soc J 48 [no 8A]: 17-21 Ag 20 '26
First general meeting and the first local section of the American chemical society. C: E. Munroe. Am Chem Soc J 48 [no 8-A]: 23-9 Ag 20 '26
Meeting, 73d, Richmond, Va., April 11-14. Oil Paint & Drug Rep 111:22+ Ap 18 '27
Meeting, 74th, Detroit. Oil Paint & Drug Rep 112:22+ S 12 '27
Organization of the American chemical society. W: H. Nichols. Am Chem Soc J 48 [no 8A]:11-16 Ag 20 '26

Dye division
Abstracts of papers of the Dye division of American chemical society meeting, April 11-15. Am Dyestuff Rep 16:212+ Ap 4 '27; Oil Paint & Drug Rep 111:22+ Ap 18 '27
Meeting, Philadelphia, Sept. 16. Textile World 70:1573-5 S 18 '26

History of chemistry division
New section of A.C.S. is organized. Textile World 72:1852 S 24 '27

Institute of chemistry
First meeting of the Institute of chemistry of the American chemical society. il Soc Chem Ind J (Chem & Ind) 46:962-4 O 21 '27
Institute of chemistry opened July 4 for month of lectures and discussions. Chemicals 28:41-2 Jl 18; 8 Jl 25; 9-11+ Ag 1; 6-7 Ag 8 '27; Oil Paint & Drug Rep 112:21+ Jl 11; 22+ Jl 18; 21+ Jl 25; 21+ Ag 1 '27
Institute of chemistry to be held annually. Ind & Eng Chem 19:329 Mr '27; Excerpts. Manuf Rec 91:77 Mr 10 '27

Petroleum division
Abstracts of papers to be presented at the Philadelphia meeting. Pet Age 18:26-7+ Ag 15 '26; Nat Pet N 18:73-4+ Ag 25 '26
Meeting, Tulsa, April 8. Nat Pet N 18:43-6 Ap 14 '26; Oil Paint & Drug Rep 109:22+ Ap 12 '26
Spring meeting, Richmond, Va. Nat Pet N 19:23-4 Ap 20 '27

Rubber division
Meeting, Akron, Ohio, Feb. 22-23. il Chem & Met Eng 33:150-2 Mr '26
Symposium program and abstracts at 72d meeting, Philadelphia, Pa., Sept. 7-9. Rubber Age 19:483-8, 535-7 S 10-25 '26; India Rubber W 75:17-19 O '26

AMERICAN college of life underwriters
American college of life underwriters proceeding cautiously. Spectator 119:8 Jl 21 '27

AMERICAN concrete institute
Annual convention, 22d, Chicago, Feb. 23-25. Concrete 28:31-5 Mr '26; Eng N 96:368-9, 375, 377 Mr 4 '26; Engineering 121:590-1 My 21 '26
Annual convention, 23d, Chicago, Feb. 22-24. Concrete 30:26-8+ Mr '27; Eng N 98:372-3 Mr 3 '27; Eng & Contr 66:105-8 Mr '27
List of members. Am Concrete Inst Pro 22: 726-87 '26

AMERICAN concrete pipe association
Annual convention, Chicago, Feb. 21-22. Concrete 30:36 Mr '27

AMERICAN construction council
Annual convention, 4th, Chicago, Nov. 18-21. Eng N 95:889-90 N 26 '25
Work of American construction council. F. D. Roosevelt. Munic & Co Eng 69:295-6 D '25

AMERICAN cotton growers' exchange
Significant developments in the cotton cooperatives. G: O. Gatlin. Comm & Fin 16: 1999+ S 28 '27

AMERICAN cotton manufacturers' association
Annual convention, Atlantic City, May 14-15. Textile World 71:3301+ My 21 '27; Comm & Fin Chr 124:2996-7 My 21 '27
Annual convention, 30th, Atlanta, May 18-19. Textile World 69:3439-40+, 3473+ My 22 '26; Manuf Rec 89:66-9 My 27 '26

AMERICAN cotton shippers' association
Annual convention, 2d, Atlanta, Georgia. Comm & Fin 15:751-2 Ap 14 '26; Manuf Rec 89:98-9 Ap 22 '26

AMERICAN credit indemnity company, St Louis, Missouri
Condensed statement at close of business, Sept. 30. Spectator 118:35 Ja 13 '27

AMERICAN cyanamid company
Annual report, 15th, for year ended June 30, 1927. Comm & Fin Chr 125:1318-19 S 3 '27

AMERICAN drop forging institute
Bi-annual convention, 3d, French Lick Springs, Ind., May 20-22. Iron Tr R 78:1403 My 27 '26; Iron Age 117:1517+ My 27 '26
Bi-annual convention. 4th, French Lick, Ind., May 17-19. Iron Tr R 80:1343 My 26 '27; Iron Age 119:1532-3 My 26 '27

AMERICAN drug manufacturers' association
Annual meeting, 15th, New York, April 12-15. 286p American drug manufacturers' assn., 507 Albee bldg., Washington, D.C. '26
Annual meeting, 15th, New York, April 12-15. Oil Paint & Drug Rep 109:39-41+ Ap 19 '26
Annual meeting, 16th, New York, April 4-7. Oil Paint & Drug Rep 111:22+ Ap 11 '27

AMERICAN electric power corporation
Debentures offered. Comm & Fin Chr 125: 1834 O 1 '27

AMERICAN electric railway accountants association
Annual convention, Cleveland, Oct. 4-7. Elec Ry J 68:713-15, 733-4 O 16 '26
Annual convention. Cleveland, Oct. 3-6. Elec Ry J 70:696-7 O 8 '27

AMERICAN electric railway association
Annual convention, 45th, Cleveland, Oct. 4-8. Elec Ry J 68:607-84 O 9 '26; Ry R 79:533-4 O 9 '26; Bus Transportation 5:601-5 N '26
Annual convention, 46th, Cleveland, Ohio, Oct. 3-6. Elec Ry J 70:462-531, 623-716 S 17, O 8 '27; Aera 18:438-64 N '27
Bus operators rate dependability above first cost: information gathered at A.E.R.A. meeting. K. W. Stillman. Automotive Ind 55:650-1 O 14 '26
Committee appointments for 1927. Elec Ry J 68:975-9 N 27 '26
Executive committee meeting. New York city, April 1. Elec Ry J 69:662-3 Ap 9 '27; Aera 17:577-87 My '27
Executive committee meeting, Toledo, Feb. 4. Elec Ry J 69:301-2 F 12 '27

AMERICAN electric railway association—*Cont.*
Officers and committees, 1926-1927, of A.E.R.A. and its affiliated associations. Aera 16:xxxv-lvii Ja '27
Report of the executive secretary. Aera 16: 411-45 O '26
What the A.E.R.A. is accomplishing for the industry. J: A. Dewhurst. il Elec Ry J 66:1029-34 D 12 '25

Bureau of information and service
List of publications; with some service statistics. Aera 16:417-47 O '26

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Annual convention, Cleveland, Oct. 3-6. Elec Ry J 70:646-51 O 8 '27

AMERICAN electric railway transportation and traffic association
Annual convention, Cleveland, Oct. 4-8. Elec Ry J 68:680-4 O 9 '26
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Abstracts of papers on electrodeposition of metals. Chem & Met Eng 33:685-6 N '26
American electrochemical society: a retrospect and a look into the future. L: Kahlenberg. Am Electrochem Soc Trans v 51 (preprint 27):265-71 Ap '27
Annual meeting, 49th, Chicago, April 22-24. Iron Age 117:1198-1201 Ap 29 '26; Iron Tr R 78:1149 Ap 29 '26; Oil Paint & Drug Rep 109:23 Ap 26 '26; Foundry 54:388-9 My 15 '26
Convention, 50th, Washington, D.C., Oct. 7-9. Chem & Met Eng 33:588-9 O '26; Iron Tr R 79:1020-1 O 14 '26
Electrochemical history recorded in society's activities. C. G. Fink. Chem & Met Eng 34:214-15 Ap '27
Electrochemists tour the Northwest. map Iron Age 120:879-80 S 29 '27
General meeting, 51st, Philadelphia, April 28-30. Metal Ind 25:200-1, 242 My-Je '27; Iron Age 119:1277-84 My 5 '27; Iron Tr R 80: 1192-3 My 5 '27

AMERICAN electroplaters' society
Annual convention, 14th, Newark, June 28-July 1. Brass W 22:215-21 Jl '26; Metal Ind 24:271-4 Jl '26
Annual convention, 15th, Toledo, Ohio, June 29-July 2; program. Metal Ind 25:227-31 Je '27; Brass W 23:183-6 Je '27
Annual convention, 15th, Toledo, June 29-July 2. Brass W 23:217-20 Jl '27; Metal Ind 25:285-8 Jl '27

AMERICAN engineering council
Accidents and production; summary of a report of an investigation by American engineering council. L. W. Wallace. Mech Eng 49:949-50; Discussion. 950-1 S '27
Annual meeting, Washington, D. C., Jan. 13-15. Eng N 96:134 Ja 21 '26; Am Inst E E J 45:193-5 F '26; Eng & Contr (R & S) 65:112 F 3 '26
Annual meeting, Washington, D.C., Jan. 13-14. Am Mach 66:156a Ja 20 '27; Elec W 89: 214 Ja 22 '27; Power 65:148 Ja 25 '27; Power Pl Eng 31:278-9 F 15 '27; Water Works 66: 86 F '27
Relationship of industrial safety and production; investigation by American engineering council; abstracts. J. E. Hannum. Nat Safety N 16:9-10+ Ag '27; Safety Eng 54:83-6 S '27; Chem & Met Eng 34:601-3 O '27
Safety and production study of American engineering council. Monthly Labor R 23:269-70 Ag '26
Why American engineering council? D. S. Kimball. Munic & Co Eng 70:155-6 Mr '26

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Meaning of American engineering standards committee to electrical industry. F: Nicholas. Pub Serv Management 41:118-19 O '26
Standardization policy outlined. C. C. Chesney. Elec W 90:5-6 Jl 2 '27
What the American engineering standards committee means to the industry. S. L. Nicholson. Elec W 87:789-91 Ap 10 '26

AMERICAN European securities company
Annual report, 1926. Comm & Fin Chr 124: 2312 Ap 16 '27

AMERICAN express company
Express company turns banker. P. D. Van Norden. Mag of Wall St 40:764-5 Ag 27 '27
Looking ahead. H. K. Brooks. por Business 8: 28-9+ F '27

AMERICAN face brick association
Annual meeting, 15th, French Lick Springs, Nov. 30-Dec. 2. Brick & Clay Rec 69:886-92 D 7 '26

AMERICAN farm bureau federation
Annual convention, Chicago, Dec. 7-9. Comm & Fin Chr 123:3125-6 D 18 '26

AMERICAN federation of labor
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Annual convention, 46th, Detroit, Oct. 4-14. Monthly Labor R 23:1243-8 D '26
Union labor far from radical. C. M. Wright. Nation's Business 13:44-6 D '25
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AMERICAN federation of musicians
Amended by-laws relating to membership and wages. Monthly Labor R 24:445-7 F '27

AMERICAN federation of youth
Eleven organizations unite to form Federation: editorial. Comm & Fin Chr 122:3133-4 Je 5 '26

AMERICAN foundrymen's association
Annual convention, 30th, Detroit, Sept. 27-Oct. 1. Foundry 54:802-17 O 15 '26; Brass W 22:309-13 O '26; Iron Age 118:979-97 O 7 '26; Iron Tr R 79:947-51+ O 7 '26; Metal Ind 24:401-16 O '26; Mech Eng 48:1174-5 N '26
Annual convention, 31st, Chicago, June 6-10. Foundry 55:458-68 Je 15 '27; Brass W 23: 199-200 Je '27; Iron Age 119:1741-8, 1812-13 Je 16-23 '27; Iron Tr R 80:1565-9 Je 16 '27; Metal Ind 25:277-9 Jl '27

AMERICAN gas and electric company
Common stock. Moody's Inv Serv 19:409-10 O 27 '27
Progress of the A.G. & E. Elec W 90:755 O 8 '27

AMERICAN gas association
Annual convention, 8th, Atlantic City, Oct. 11-15. Am Gas J 125:354A-84, 385-416, 417-48, 449-80 O 12-15 '26; Gas Age 58:549-50+, 579-90, 595+ O 16-23 '26; Gas J (Lond) 176: 235-6 O 27 '26; Heat & Ven 23:89-94 N '26; Pub Serv Management 41:137-9 N '26
Annual convention, 9th, Chicago, Oct. 10-14. Gas Age 60:563-4, 599-604+ O 15-22 '27; Iron Age 120:1095 O 20 '27; Iron Tr R 81: 1000-1 O 20 '27
Annual Regional sales conference, 3d, Lake Mohonk, N.Y., June 3-5. Gas Age 57:857-8 Je 12 '26
Five-year program. Pub Serv Management 43:30+ Jl '27
Joins Producers' council affiliated with A. I. A. J. R. Jennings. Gas Age 59:476+ Mr 26 '27
Notes from reports and papers. Gas J (Lond) 176:640, 819-20; 177:86-7, 148-9, 388 D 8, 29 '26, Ja 12-19, F 16 '27
Our association and the gas industry. H. C. Abell. Am Gas J 124:263-5 Mr 27 '26
Outline of activities of the Technical section, for the year 1927. W. C. Beckjord. Am Gas J 126:264-6, 285-7 Mr 12-19 '27; Same. Gas Age 59:381-4 Mr 12 '27
President's address. H. C. Abell. Am Gas Assn Pro 1925:32-40
Reports and papers reviewed. Gas J (Lond) 172:733, 793-4, 850-1; 173:37, 89-90 D 16 '25-Ja 13 '26
Technical section holds first production conference, Detroit, May 31-June 1. Gas Age 59:853-4+ Je 11 '27; Am Gas J 126:604-6 Je 18 '27
Three- or five-year gas program; report of committee on association activities. Am Gas J 125:7-9 Jl 3 '26; Gas Age 58:9-10+ Jl 3 '26

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Appliance testing laboratory

A.G.A. building new laboratory at Cleveland, Ohio. Gas Age 60:475 O 1 '27

A. G. A. gas appliance testing laboratory. J. S. DeHart, jr. Am Gas Assn Pro 1925: 737-8; Discussion. 738-40

Blue Star seals protect gas customers. Adv & Sell 8:34+ Ap 20 '27

Commercial significance of the A. G. A. testing laboratory. R. M. Conner. Am Gas Assn Pro 1925:497-501

Commercially—what does the central laboratory mean? R. M. Conner. il Gas Age 57: 29-30+ Ja 2 '26

Laboratory developments of interest to the natural gas industry. R. M. Conner. Am Gas J 126:554-7 Je 4 '27; Same abr. Gas Age 59:821-2 Je 4 '27

New force behind gas sales. Am Gas Assn Pro 1926:521-5; Same. Gas Age 58:677-8+ N 6 '26; Discussion. Am Gas Assn Pro 1926: 525-30

Report of A. G. A. appliance testing laboratory. Am Gas Assn Pro 1925:40-4

Report of the A.G.A. appliance testing laboratory. Am Gas Assn Pro 1926:277-84

What is the big idea behind the American gas association testing laboratory? C: W. Person. il Pub Serv Management 43:146-51 O '27

What the laboratory means to natural gas. R. M. Conner. il Gas Age 57:761-2+ My 29 '26

What the testing laboratory means to the appliance manufacturer. R. M. Conner. Am Gas Assn Pro 1926:835-41

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Report of architects and builders service. Am Gas Assn Pro 1926:753-7

AMERICAN gas company

Annual report, year ended Dec. 31, 1925. Comm & Fin Chr 122:1603-4 Mr 20 '26

AMERICAN gear manufacturers' association

Annual convention, 10th, Detroit, May 13-15. Am Mach 64:808a-c My 20 '26; Automotive Ind 54:854-7 My 20 '26; Iron Age 117:1427-8 My 20 '26; Iron Tr R 78:1343-4 My 20 '26; Mach 32:783-4 Je '26

Annual meeting, 11th, Jackson, Mich., May 12-14. Am Mach 66:918c-d My 26 '27; Automotive Ind 56:774-6 My 21 '27; Iron Age 119:1465-7 My 19 '27; Iron Tr R 80:1284-5 My 19 '27; Mach 33:745-6 Je '27

Semi-annual convention, Briarcliff Manor, N.Y., Oct. 14-16. Iron Age 118:1137-40 O 21 '26; Am Mach 65:696a-c O 21 '26; Automotive Ind 55:698-701 O 21 '26; Iron Tr R 79: 1051-2 O 21 '26; Mach 33:183-4 N '26

Semi-annual meeting, Montreal, Oct. 20-22. Am Mach 67:682a-c O 27 '27; Automotive Ind 57:660-3 O 29 '27; Iron Age 120:1148-50 O 27 '27; Iron Tr R 81:1062-3 O 27 '27; Mach 34:191-2 N '27

AMERICAN geophysical union

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Transactions of the 7th annual meeting, Washington, D. C., April 29-30. Nat Research Council Bul v 11, pt 2:1-134 N '26

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AMERICAN grocery specialty manufacturers association

Annual convention, 19th, Atlantic City. Ptr Ink 141:164-5+ O 27 '27

Grocery specialty advertisers discuss better co-operation. Ptr Ink 137:112-13+ O 14 '26

AMERICAN hardware manufacturers association

Annual convention, Atlantic City, Oct. 17-20. Iron Age 120:1170-1 O 27 '27

AMERICAN home builders, inc.

Formation of American home builders, inc., through which transportation brotherhoods propose to solve housing problem. Comm & Fin Chr 122:1262 Mr 6 '26

AMERICAN institute of accountants

Annual meeting, Del Monte, Calif. J Account 44:360-2 N '27

Genesis, growth and aims of the Institute. W. S. Davies. J Account 42:105-11 Ag '26

Report of the president. W: H. West. J Account 42:241-3 O '26

Report of the president. W: H. West. J Account 44:241-4 O '27

Report of the secretary. A. P. Richardson. J Account 42:349-63 N '26

Library

Key problems in the special library; accountancy. L. S. Miltimore. Special Lib 17:62-5 F '26

AMERICAN institute of architects

Annual convention, 59th, Washington, D.C., May 5-7. Am Arch 129:533-43, 547-51 My 20 '26; Am Inst Arch J 14:241-5, 273-82 Je '26; Arch Forum 44:sup 66-8 Je '26

Annual convention, 60th, Washington, D. C., May 11-13. Am Arch 131:699-710 Je 5 '27; Arch Forum 46:sup72a-d Je '27

Major motif in the sixtieth convention, A.I.A. T: E. O'Donnell. Arch Forum 47:71-2 Jl '27

The Octagon. G. Brown. Arch Rec 62:169-70 Ag '27

Policies and achievements. G. Brown. Am Arch 129:29-36 Ja 5 '26

What should be the attitude of the Institute toward smaller and more local architectural and related and allied societies. Am Inst Arch J 15:110-12 Mr '27

What standards for Institute membership? Am Inst Arch J 15:105-9 Mr '27

Why fellowship in the Institute? H: H. Kendall; W: L. Steele. Am Inst Arch J 15:90-5 Mr '27

Producers' council

Annual meeting, 4th, Washington, D. C., May 10-11. Am Arch 131:767-8 Je 5 '27

AMERICAN institute of baking

Louis Livingston library

Louis Livingston library of baking maintained by American institute of baking. R. E. Priddat. Special Lib 17:16-17+ Ja '26

AMERICAN institute of banking

Annual convention, 24th, Dallas, Texas, July 12-16. Am Bankers Assn J 19:72 Ag '26

Annual convention, 24th, Dallas, Texas, July 12-16. I. F. Reed. Bankers M 113:229-42 Ag '26

Annual meeting, 25th, Detroit. Am Bankers Assn J 20:99-100 Ag '27; Bankers M 115: 201-12 Ag '27

Entering its twenty-fifth year. H. W. Sanders. Burroughs Clearing House 10:8+ D '25

Patron saint of the A.I.B.; John H. Puelicher. H. W. Sanders. Burroughs Clearing House 12:26+ O '27

Practical uses of American institute of banking. Comm & Fin Chr 125:2470-1 N 5 '27

AMERICAN institute of chemical engineers

Annual session, 18th, Cincinnati, Dec. 2-5. Chem & Met Eng 32:932-4 D '25; Oil Paint & Drug Rep 108:22+ D 14 '25

Annual meeting, 19th, Birmingham and Atlanta, Dec. 6-10. Chem & Met Eng 33:733-5 D '26; Manuf Rec 90:75-6 D 16 '26; Oil Paint & Drug Rep 110:22+ D 13 '26

Semi-annual meeting, 19th, Cleveland, Ohio, May 31-June 3. Chem & Met Eng 34:348-50 Je '27

AMERICAN institute of chemists

Annual meeting, May 8. Oil Paint & Drug Rep 109:23+ My 10 '26

AMERICAN institute of electrical engineers

A.I.E.E. outstanding features of the past year. C. C. Chesney. Am Inst E E J 46: 786-91 Ag '27

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Annual convention, White Sulphur Springs, W.Va., June 21-25. Elec W 87:1387-92; 88: 30 Je 26-Jl 3 '26
Annual midwinter convention, 14th, New York, Feb. 8-11. Elec W 87:393-8 F 20 '26; Power Pl Eng 30:344-6 Mr 1 '26
Annual winter convention, 15th, New York, Feb. 7-11. Elec W 89:391-405 F 19 '27; Am Inst E E J 46:289-93 Mr '27
Pacific coast convention, 15th, Salt Lake City, Sept. 6-10. Elec W 88:542-3, 567-71 S 11-18 '26; J Elec 57:238-41 O 1 '26
Pacific coast convention, 16th, Del Monte, Sept. 13-16. Elec West 59:231-3 O '27
Regional meeting of the Northeastern district, Niagara Falls, N.Y., May 26-28. Am Inst E E J 45:684-5 Jl '26
Regional meeting of the Northeastern district, Pittsfield. Elec W 89:1211 Je 4 '27
Southwestern district convention, Kansas City, Mo., March 17-18. Elec W 89:672 Mr 26 '27
Summer convention, Detroit, June 20-24. Elec W 89:1394; 90:7-18 Je 25-Jl 2 '27; Ry Age 83:8-9 Jl 2 '27
Timely topics discussed by A.I.E.E. at Bethlehem, Pa. Elec W 89:966-8 My 7 '27

AMERICAN institute of laundering
It mustn't come out in the wash. F. Romer. il Nation's Business 14:34-5 Ag '26

AMERICAN institute of mining and metallurgical engineers
Annual meeting, 133d, New York, Feb. 15-18. Eng & Min J 121:341-4 F 20 '26; Coal Age 29:261-4, 292-4 F 18-25 '26; Oil Paint & Drug Rep 109:22 F 22 '26; Foundry 54:200 Mr 1 '26; Min & Met 7:104-11 Mr '26; Min Cong J 12:188 Mr '26; Engineering 122:120-1 Jl 23 '26
Annual meeting, 134th, Pittsburgh, Oct. 5-9. Iron Tr R 79:1022-3 O 14 '26; Coal Age 30:534-7 O 14 '26; Iron Age 118:1086 O 14 '26; Blast F & Steel Pl 14:481-2 N '26; Min & Met 7:470-6 N '26
Annual meeting, 135th, New York, Feb. 14-17. Coal Age 31:287-94 F 24 '27; Eng & Min J 123:340-5 F 19 '27; Iron Age 119:517-18, 559-61 F 17-24 '27; Iron Tr R 80:551-3 F 24 '27; Foundry 55:185+ Mr 1 '27; Min & Met 8:106-10 Mr '27; Min Cong J 13:240 Mr '27
Joint meeting of Northwest section with C.I.M.M., Spokane, Oct. 13-14. Eng & Min J 122:671-3 O 23 '26; Min & Met 7:537-8 D '26
New officers and directors. pors Min & Met 8:122-4 Mr '27
Past-presidents, vice-presidents, officers and directors for year beginning February 1926; portraits. Min & Met 7:115-17 Mr '26
Regional meeting, Salt Lake City, Aug. 22-26. Min & Met 8:422-7 O '27
Review of the Institute year. S: A. Taylor. Min & Met 8:104-5 Mr '27
Summary of the papers presented at annual meeting of special interest to mechanical engineers. Mech Eng 48:393-4 Ap '26
Tentative draft of revised constitution and by-laws. Min & Met 8:374-80 S '27
Woman's auxiliary takes steps to incorporate. Min & Met 7:543-4 D '26

Institute of metals division
Fall meeting, Detroit, Sept. 27-28. Min & Met 7:491-3 N '26
Fall meeting, Detroit, Sept. 19-22. Brass W 23: 333-4 O '27; Iron Age 120:877-8 S 29 '27; Iron Tr R 81:788 S 29 '27; Foundry 55:774-5 O 1 '27; Metal Ind 25:409-10 O '27
Institute of metals division annual meeting, New York, Feb. 15-18. Iron Age 117:546-55 F 25 '26; Iron Tr R 78:545-6, 555 F 25 '26; Brass W 22:81-2 Mr '26; Metal Ind 24:95-9 Mr '26
Institute of metals division annual meeting, New York, Feb. 15-17. Min & Met 8:115-16 Mr '27; Iron Age 119:631-4 Mr 3 '27; Brass W 23:85-6 Mr '27; Metal Ind 25:99-102 Mr '27

Petroleum division
Fall meeting, Tulsa, Okla. Oct. 11-12. Nat Pet N 18:20-2 O 13 '26; Min & Met 7:489-90 N '26
Midyear meeting, Fort Worth, Oct. 19-20. Nat Pet N 19:52+ O 26 '27
Petroleum division annual meeting, New York, Feb. 14-17. Min & Met 8:116-17 Mr '27; Oil Paint & Drug Rep 111:21 F 21 '27

AMERICAN institute of quantity surveyors
Organization meeting, Chicago, June 7-9. Eng N 96:997+ Je 17 '26

AMERICAN institute of refrigeration (formerly American association of ice and refrigeration)
Annual meeting, Washington D.C., May 13-14. Refrig W 61:11-18 My '26
Annual meeting, 16th, of the American association of ice and refrigeration; change of name. Refrig W 62:28+ My '27

AMERICAN institute of steel construction
Annual convention, 3d, White Sulphur Springs, W. Va. Iron Age 116:1386-8+ N 19 '25; Eng N 95:844-5 N 19 '25; Iron Tr R 77:1307-10 N 19 '25; Can Eng 49:612 D 8 '25; Manuf Rec 88:95 D 3 '25
Annual convention, 4th, White Sulphur Springs, W. Va., Oct. 26-30. Iron Age 118: 1213+, 1280-2+ O 28-N 4 '26; Eng N 97: 738-40 N 4 '26; Eng & Contr 65:264-5 N '26
Annual convention, 5th, Pinehurst, N.C., Oct. 25-27. Iron Age 120:1236-9 N 3 '27; Iron Tr R 81:1125-8+ N 3 '27; Eng N 99:716-18 N 3 '27; Manuf Rec 92:85-6 N 3 '27
Structural steel meets the new competition. Adv & Sell 8:28 F 9 '27
When an industry hires a sales manager. C: F. Abbott. il Sales Management 11:183-5+ Ag 7 '26

AMERICAN insurance union building, Columbus, Ohio
Bearing-power tests on deep caisson foundations for American insurance union building. R. L. Waring and C. T. Morris. il plan Eng N 96:109-12 Ja 21 '26
Le nouveau bâtiment de 168 mètres de hauteur, à 47 étages, de l'American insurance union à Columbus (Ohio, E.-U.). il diags plan Génie Civil 89:229-32 S 18 '26

AMERICAN international corporation
Report to the stockholders at the annual meeting. Comm & Fin Chr 122:1645-6 Mr 20 '26
Report to the stockholders at the annual meeting, April 6, 1927. Comm & Fin Chr 124:1849-50 Mr 26 '27

AMERICAN iron and steel institute
Annual meeting, 29th, New York, May 21. Iron Age 117:1490-6, 1553-5 My 27 '26; Iron Tr R 78:1370 My 27 '26; Engineering 122: 13 Jl 2 '26
Annual meeting, 30th, New York, Oct. 22, Iron Tr R 79:1095-1105 O 28 '26; Iron Age 118:1191-1201 O 28 '26; Blast F & Steel Pl 14:479-80 N '26; Engineering 122:629-31 N 19 '26
Annual meeting, 31st, New York, May 20. Iron Age 119:1513-22 My 26 '27; Iron Tr R 80:1336-7+ My 26 '27
Directors. pors Iron Age 119:33 Ja 6 '27
Fall meeting, New York, Oct. 28. Iron Tr R 81:1085-95 N 3 '27; Iron Age 120:1230-6 N 3 '27

AMERICAN iron, steel and heavy hardware association. See American steel and heavy hardware association

AMERICAN leather chemists' association
Annual meeting, 23d, Atlantic City, June 2-4. Oil Paint & Drug Rep 109:22+ Je 14 '26

AMERICAN library association
Seed time and harvest—the story of the A.L.A. R. R. Bowker. Lib J 51:880-6 O 15 '26

AMERICAN life convention
Annual meeting, 20th, Louisville, Kentucky, Oct. 12-16. Spectator 115:43+ sec 2 D 24 '25
List of registrants at the meeting in Detroit. Spectator 117:7, 30-1 S 9 '26

AMERICAN life convention—*Continued*
Twenty-two years of service. H. M. Woollen. Spectator 117:31+ sec 2 D 9 '26

AMERICAN locomotive company
Annual report for year ended Dec. 31, 1925. Comm & Fin Chr 122:1303 Mr 6 '26
Profits in the railway equipment industry. D. R: Young. Am Bankers Assn J 19:806+ My '27
Stock which is out of line. L. O. Hooper. Mag of Wall St 39:901 Mr 12 '27

AMERICAN machinist (periodical)
Fiftieth anniversary number, 1877-1927. Am Mach 66:799-878 My 19 '27
Reprint of American machinist, vol. 1, no. 1, Nov. 1877. Am Mach 66:1-16 sec 2 My 19 '27

AMERICAN malleable castings association
Compromise in malleable suit. Iron Tr R 79: 416-17 Ag 12 '26

AMERICAN management association
Annual convention, New York, Mar. 3-5. Am Mach 64:420a Mr 11 '26; Iron Tr R 78:672-3 Mr 11 '26
Annual convention, New York, Feb. 15-18. Iron Tr R 80:549-50 F 24 '27
Autumn convention, Cleveland, Oct. 11-13. Iron Age 118:1140-2 O 21 '26
Meeting, Detroit, April 27-29. Iron Age 119: 1286-7 My 5 '27; Iron Tr R 80:1181-2+ My 5 '27; Am Mach 66:758c My 5 '27; Automotive Ind 56:726-7 My 14 '27

AMERICAN manganese producers' association
Organization meeting, Washington, D.C., August 2. Eng & Min J 124:231-2 Ag 6 '27; Manuf Rec 92:67-8 Ag 11 '27; Min Cong J 13:734+ S '27
Recent organization. Chemicals 28:27 O 17 '27

AMERICAN manufacturers of toilet articles
Annual convention, 32d, New York, May 4-6. Oil Paint & Drug Rep 109:22+ My 10 '26
Annual convention, 33d, Atlantic City, May 9-11. Oil Paint & Drug Rep 111:22+ My 16 '27

AMERICAN medical association

Library

Library of the American medical association. M. Hutchins. Special Lib 17:20-1 Ja '26

AMERICAN merchant marine library association
Seagoing libraries. il Lib J 51:568-9 Je 15 '26

AMERICAN mining congress
Annual convention, 28th, Washington, D.C., Dec. 9-11. Coal Age 28:848-52 D 17 '25; Eng & Min J 120:990-2 D 19 '25; Min Cong J 12: 5-13+ Ja '26
Annual convention, 29th, Washington, D.C., Dec. 7-10. Coal Age 30:816-17, 842-6 D 9-16 '26; Eng & Min J 122:949, 987-92 D 11-18 '26; Min Cong J 13:6-11+ Ja '27
Annual convention, 30th, Washington, D.C., Dec. 1-3. Min Cong J 13:811-14 N '27
Annual meeting of Western division, Chandler, Ariz., Nov. 16-20. G: J. Young. Eng & Min J 120:868-70 N 28 '25
Meeting, Cincinnati, May 21. Coal Age 31: 756-7 My 26 '27
Officers and committees, 1927. Min Cong J 13:sup34-8 Ja '27
Officers and directors of the American mining congress; portraits. Min Cong J 12:838a-n D '26
Practical operating men 4th annual convention, Cincinnati, May 16-20. Coal Age 31: 752-5, 758-72 My 26 '27; Min Cong J 13: 393-7 Je '27
Southern division 2d annual meeting, Birmingham, Ala., March 21-22. Min Cong J 13:283-6+ Ap '27
Western division 5th annual meeting, Salt Lake City, Utah, Aug. 22-26. Eng & Min J 124:385-8 S 3 '27; Min Cong J 13:648-53 S '27

National standardization division

Progress in mining standardization. W. R. Roberts. Min Cong J 13:254-6 Ap '27

AMERICAN natural gas corporation
Bonds offered. Comm & Fin Chr 125:2259-60 O 22 '27

AMERICAN newspaper publishers' association
Advertising angle of a newspaper convention. Ptr Ink 135:49-52+ Ap 29 '26
Agency commission is defended before Federal board. Ptr Ink 141:155-6 O 6; 139-53+ O 13; 117-24+ O 20 '27
Agency commission system gets government discussion. Ptr Ink 133:17-20+ D 3 '25
Another act in Trade commission-advertising drama. Adv & Sell 9:40 O 19 '27
Newspaper publishers hold mid-year meeting. Ptr Ink 137:138 N 18 '26
Newspaper publishers oppose government control of advertising. Ptr Ink 139:33-4 My 5 '27
Policy of expansion set by newspaper association. Ptr Ink 133:81-2 N 19 '25
Trade commission urged to amend complaint in advertising case. Ptr Ink 134:25-6+ Ja 7 '26

Bureau of advertising

Publishers get report on newspaper advertising progress. Ptr Ink 139:109-10 Ap 28; 36 My 5 '27

AMERICAN oil burner association
Annual meeting, 3d, Detroit, April 6-8. Dom Eng 115:32-4+ Ap 17 '26; Nat Pet N 18:36-7 Ap 14 '26; Heat & Ven 23:79-90 My '26; Sheet Metal Worker 17:216 Ap 23 '26
Annual meeting, 4th, Buffalo, April 5-7. Dom Eng 119:22-4 Ap 16; 28+ Ap 23 '27; Heat & Ven 24:83-91 My '27
Progress of the American oil burner association. C. H. Chalmers. Dom Eng 113:33+ N 21 '25

AMERICAN oil chemists' society
Annual meeting, 17th, New Orleans. Oil Paint & Drug Rep 109:23+ My 17 '26
Convention, Memphis, Tenn., May 23-24. Oil Paint & Drug Rep 111:34 My 30 '27

AMERICAN oil men's association
Annual fall convention, Chicago, Nov. 16-18. Pet Age 18:23-4+ D 1 '26; Nat Pet N 18:25-6, 40-4 N 24 '26

AMERICAN paint and varnish manufacturers' association
Annual convention, 2d, Atlantic City, Oct. 24-25. Oil Paint & Drug Rep 112:21+ O 31; 63-9 N 4 '27
Consolidation of the National varnish manufacturers' association and the Paint manufacturers' association of the United States. Oil Paint & Drug Rep 110:22+ O 18 '26
Members of A.P. & V.M.A. official family. pors Oil Paint & Drug Rep 111:38B-C F 28 '27
Regular meeting, 1st, Washington, D.C., Oct. 11-12. Oil Paint & Drug Rep 110:65-8 O 22 '26
Under the umbrella. G: V. Horgan. Nation's Business 15:84+ Jl '27

AMERICAN paper and pulp association
Annual meeting, 49th, New York. Paper Tr J 82:112-23 F 25 '26
Annual meeting, 50th, New York city. Paper Tr J 84:107-21 F 24 '27
Fiftieth anniversary, 1878-1927. A. Selwyn-Brown. Paper Tr J 84:1-53 sec 2 F 24 '27
Taking the guesswork out of an industry. C. Leasure. il Nation's Business 15:27-8 My '27

AMERICAN petroleum institute
Address of the president. W. S. Farish. Am Pet Inst Bul 8:1-9 Ja 31 '27
Address of the president. J. E. Pew. Am Pet Inst Bul 7:2-8 Ap 12 '26
A.P.I. accomplishments during 1926; cooperation to gain conservation. W. S. Farish. Nat Pet N 18:44-8 D 8 '26
A.P.I. refinery and production technical divisions recommended in report. P. Truesdell. Nat Pet N 19:25-6 Jl 13 '27

AMERICAN petroleum institute—*Continued*
Annual meeting, 6th, Los Angeles, Jan. 19-21. Am Pet Inst Bul 7:1-279 Ap 12 '26; Nat Pet N 18:45-57 Ja 20; 33-5 Ja 27 '26; Oil Paint & Drug Rep 109:22-3 Ja 25 '26; Pet Age 17:11-14+ F 1 '26; Eng & Min J 121:422 Mr 6 '26
Annual meeting, 7th, Tulsa, Oklahoma, Dec. 7-9. Am Pet Inst Bul 8:1-417 Ja 31 '27; Oil Paint & Drug Rep 110:38C D 13 '26; Pet Age 18:22+ D 15 '26
Forms regional committees to broaden study of gas conservation. Nat Pet N 19:340 S 21 '27
Meeting, Ponca City, Okla., Oct. 17-19. Nat Pet N 19:17-19 O 26 '27
Mid-year conference, 3d, Colorado Springs, June 15-17. Nat Pet N 19:21-5 Je 22 '27
New Institute head, C. W. Clark, brings to office 25 years' experience as producer. W: E. Green. Nat Pet N 18:22-3 D 15 '26
Real task in selecting Institute directors. Nat Pet N 17:27-9+ D 30 '25
Relationship of A.P.I. technical activities to other technical society activity. F. A. Howard. Am Pet Inst Bul 8:315-17 Ja 31 '27
Summary of reports on the standardization of oil field equipment presented at the semi-annual standardization conference, Colorado Springs, Colo., June 15-17. Am Pet Inst Bul 8:1-160 O 1 '27

Standardization committees
Roster of A.P.I. standardization committees. Nat Pet N 18:85-6+ Je 23 '26

AMERICAN pharmaceutical manufacturers' association
Annual meeting, 19th, Lake Placid, June 14-17. Oil Paint & Drug Rep 109:21+ Je 21 '26
Annual convention, Asheville, N.C., May 23-27. Oil Paint & Drug Rep 111:21-2+ My 30 '27
Midyear meeting, Pittsburgh. Oil Paint & Drug Rep 110:23 D 13 '26
Pharmaceutical makers name 1927 committees. Oil Paint & Drug Rep 112:50 Jl 4 '27

AMERICAN photo-engravers association
Annual convention, 31st, Washington, D. C., July 14-16. Inland Ptr 79:861-2 Ag '27; Ptr Ink 140:57-8+ Jl 21 '27

AMERICAN piano company
Stock sold. Comm & Fin Chr 124:3212 My 28 '27
When two interdependent manufacturers advertise—who pays? Ptr Ink 136:113-14 Jl 29 '26

AMERICAN power and light company
American power and light company. Moody's Inv Serv 19:137-8 Ap 21 '27
Big utility serves from coast to coast. P. W. Garrett. Elec W 87:1028-9 My 8 '26
Forward looking public utility. J: Pomroy. Mag of Wall St 38:1048-9 S 25 '26

AMERICAN public health association
Annual meeting, 55th, Buffalo, Oct. 11-15. Nation's Health 8:769-73 N '26; Heat & Ven 23:107-8 N '26
Engineering section meeting, Cincinnati, Oct. 17-21. Eng N 99:687-8+ O 27 '27

AMERICAN pulp and paper mill superintendents association
Annual convention, 8th, Richmond, Va., May 26-28. Paper Tr J 84:31-4+ Je 2 '27

AMERICAN radiator company
American radiator shows how to get jobber's co-operation. W. Bates. Ptr Ink 135:25-6+ Je 10 '26
Stepping up production mechanically; methods and equipment employed at Austin Arcola plant, Buffalo. P. Dwyer. il Foundry 55:550-2+, 588-92, 635-8 Jl 15-Ag 15 '27

AMERICAN railway association
Joint meeting with the Association of railway executives, Chicago, Dec. 21. Ry R 77: 960 D 26 '25
Joint meeting with the Railway supply manufacturers' association, Atlantic City, June 9-16. Am Mach 64:966a Je 17 '26

Equipment painting section
Annual convention, 5th, Detroit, Sept. 14-16. Ry Age 81:508 S 18 '26; Ry Mech Eng 100: 613-17 O '26
Annual meeting, 6th, Louisville, Ky., Sept. 13-15. Ry Age 83:520 S 17 '27; Ry Mech Eng 101:658-63 O '27

Freight claim division
Annual meeting, 35th, Norfolk, Va., June 15-18. Ry Age 80:1933-5; 81:59-63 Je 19, Jl 10 '26; Ry R 78:1211-16 Je 26 '26
Annual meeting, 36th, Quebec, June 14-17. Ry Age 82:2002-6 Je 25 '27

Freight station section
Annual meeting, 6th, Detroit, Mich., June 15-18. Ry Age 80:1971-2 Je 26 '26
Annual meeting, 7th, Memphis, Tenn., May 17. Ry Age 82:1569-71 My 28 '27

Mechanical division
Annual meeting, 7th, Atlantic City, June 9-16. Ry R 78:1119-26, 1136-57 Je 19 '26
Annual meeting, 8th, Montreal, Que., June 7-10. Ry Age 82:1798-1912 Je 11 '27; Ry Mech Eng 101:398-500 Jl '27

Purchases and stores division
Annual meeting, 7th, Atlantic City, June 9. Ry R 78:1162-5, 1169-82 Je 19 '26
Annual meeting, 8th, Chicago, May 24-26. Ry Age 82:1595-1636 My 28 '27

Regional shippers advisory boards
See Regional shippers advisory boards

Safety section
American railway association—safety section; report of progress. Safety Eng 53:233-6 Je '27
Annual meeting, 6th, St Louis, April 27-29. Ry Age 80:1261-3 My 8 '26; Ry R 78:804-6, 836-9 My 1-8 '26; Ry Mech Eng 100:484 Ag '26
Annual meeting, 7th, Chicago, April 19-21. Ry Age 82:1339-43 Ap 30 '27

Signal section
Meeting, 18th, Chicago, March 8-9. Ry R 78: 503-5 Mr 13 '26
Meeting, 19th, Los Angeles, Sept. 7-9. Ry Age 81:463-6 S 11 '26; Ry R 79:387-8, 425-6 S 11-18 '26
Meeting, Montreal, Que., Sept. 13-15. Ry Age 83:521-4 S 17 '27

Telegraph and telephone section
Annual convention, Washington, D.C., Oct. 4-6. Ry Age 83:682-3, 723-4 O 8-15 '27
Annual meeting, Swampscott, Mass., Sept. 21-23. Ry R 79:499-501 O 2 '26; Ry Age 81: 633-6 O 2 '26

Transportation division
Annual meeting, Atlantic City, N.J., April 7. Ry Age 82:1191-3 Ap 16 '27
Annual meeting, Memphis, Tenn., April 15. Ry Age 80:1137-9 Ap 24 '26

AMERICAN railway bridge and building association
Annual convention, 35th, Buffalo. Eng N 95: 807-8 N 12 '25
Annual convention, 36th, Richmond, Va., Oct. 12-14. Ry Age 81:725-34 O 16 '26; Ry R 79: 571-4 O 16 '26; Eng N 97:757 N 4 '26
Annual convention, 37th, Minneapolis, Minn., Oct. 18-20. Ry Age 83:830-8 O 29 '27

AMERICAN railway development association
Annual meeting, 19th, Detroit, Mich., June 8-10. Ry Age 82:1961-2 Je 18 '27
Semi-annual meeting, Chicago, December 3-4. Ry Age 79:1101-4 D 12 '25
Semi-annual meeting, 18th, Chicago, Dec. 2-3. Ry Age 81:1175-6 D 11 '26; Ry R 79:872-3 D 11 '26

AMERICAN railway engineering association
Annual convention, 27th, Chicago, March 9-11. Ry R 78:489-502, 565-7 Mr 13-20 '26; Eng N 96:448-51, 463 Mr 18 '26; Elec Ry J 67: 518-20 Mr 20 '26

AMERICAN railway engineering association —*Continued*
Annual meeting, 28th, Chicago, March 8-10. Eng N 98:448-50, 461, 536-7 Mr 17, 31 '27

AMERICAN railway express company
American railway express co.; labor award. Monthly Labor R 24:624-5 Mr '27
Express company, adjustment board. Monthly Labor R 23:1128-9 N '26
Wage increases granted to employees of American railway express co. Comm & Fin Chr 124:736 F 5 '27

AMERICAN railway magazine editors' association
Annual meeting, 4th, St Paul, Minn., June 3-4. Ry Age 80:1676 Je 12 '26

AMERICAN railway tool foremen's association
Annual convention, 14th, Chicago, Sept. 1-3. Ry R 79:389-90 S 11 '26; Am Mach 65:472d, 703-5 S 9, O 28 '26; Ry Mech Eng 100:621-6 O '26
Annual convention, 15th, Chicago, August 31-Sept. 2. Ry Mech Eng 101:683-7 O '27; Am Mach 67:452b-c S 15 '27

AMERICAN Rambouillet association
Annual meeting, Chicago, Dec. 2. Textile World 68:3370 D 5 '25

AMERICAN rediscount corporation
Formation of nation-wide reserve system for instalment credits. Comm & Fin Chr 124: 47 Ja 1 '27; Automotive Ind 55:1091 D 30 '26; Am Mach 66:38b Ja 6 '27
Stock offered. Comm & Fin Chr 124:238 Ja 8 '27

AMERICAN refractories institute
Annual meeting, Philadelphia, May 12. Iron Tr R 78:1347-8 My 20 '26; Brick & Clay Rec 68:858-9 My 25 '26; Mech Eng 48:632-3 Je '26
Annual meeting, 3d, Atlantic City, May 18-19. Brick & Clay Rec 70:856-7 My 24 '27; Foundry 55:431-2 Je 1 '27; Iron Tr R 80: 1374 My 26 '27
Fall meeting, Pittsburg, Oct. 21. Iron Age 118:1250 O 28 '26; Iron Tr R 79:1134 O 28 '26
Meeting of technical session, New York, Oct. 29. Brick & Clay Rec 67:714-15 N 10 '25; Foundry 53:920 N 15 '25; Iron Tr R 77:1192 N 5 '25
Refractories at Mellon institute. M. C. Booze. Iron Age 117:479-80 [bibliog. p. 480-1] F 18 '26

AMERICAN rice export corporation
Organization of American rice export corporation to operate in Louisiana, Texas and Arkansas. Comm & Fin Chr 124:579-80 Ja 29 '27

AMERICAN river, California
Co-ordination of irrigation and power. W: Kelly. map Am Soc C E Pro 51:1966-71 D '25

AMERICAN road builders' association
Annual convention and road show, 23d, Chicago, Jan. 11-15. Eng & Contr (R & S) 65: 39-48 Ja 6 '26; Eng N 96:104-7 Ja 21 '26; Manuf Rec 89:67-8 Ja 21 '26; Eng & Contr (R & S) 65:110-12 F 3 '26; Good Roads 69: 57-66 F '26
Annual convention and road show, 24th, Chicago, Jan. 10-14. Good Roads 70:14-16, 70+ Ja-F '27; Can Eng 52:151 Ja 18 '27; Eng N 98:113-18 Ja 20 '27; Manuf Rec 91:89-90 Ja 20 '27; Roads & Sts 67:33-9, 109 Ja-F '27
Road builders' association formulates budget. Eng N 98:168 Ja 27 '27

County highway officials division
County highway officials organize. Munic & Co Eng 72:281-2 Je '27; Same. Roads & Sts 67:300 Jl '27; Excerpt. Eng N 99:29 Jl 7 '27
First meeting of the executive committee. Roads & Sts 67:383 S '27; Same. Munic N 73:56 S '27

AMERICAN rolling mill company
Dramatic incident as a theme for industrial copy. B. Chapple. Ptr Ink 134:81-2+ Ja 28 '26
Purchase unites continuous sheet and strip rolling processes; American rolling mill co. and Columbia steel co. combined. Iron Tr R 81:201-2 Jl 28 '27
Revolution in steel industry achieved by Armco spirit. W. McCormick. Forbes 20:9-11 S 15 '27
Selling or telling copy in industrial papers? B. Chapple. Ptr Ink 133:81-2 D 10 '25

AMERICAN school of classical studies at Athens
Library
American building methods in Greece; how the Gennadeion was built. G. Thompson. il Sci Am 135:167-8 S '26
Athens as the largest city on the Mediterranean; completion of library called the Gennadeion. W. S. Thompson. Econ W n s 30: 911 D 26 '25
Gennadeion library. J: V. Van Pelt. il plan Arch Rec 60:307-16 O '26

AMERICAN seating corporation
Common and preferred. Moody's Inv Serv 18: 375 N 26 '26
Convertible preferred ($3). Moody's Inv Serv 18:360 N 11 '26
Convertible 6s, 1936. Moody's Inv Serv 19: 166, 265 My 12, Jl 21 '27
Redemption of preferred stock. Moody's Inv Serv 19:24 Ja 20 '27

AMERICAN ship building company
Annual report, 28th, year ended June 30, 1927. Comm & Fin Chr 125:2142 O 15 '27

AMERICAN short line railroad association
Annual meeting, 12th, Miami, Fla., Nov. 4-6. Ry Age 79:856-8, 903-5 N 7-14 '25; Ry R 77: 716-17 N 7 '25
Annual meeting, Washington, Dec. 8-9. Ry Age 81:1163, 1213-14 D 11-18 '26; Ry R 79: 913-14 D 18 '26

AMERICAN silver producers' association
American silver producers' association brings action to compel Treasury department to buy silver under Pittman act. Comm & Fin Chr 124:3286 Je 4 '27

AMERICAN smelting and refining company
American smelting and refining company. Moody's Inv Serv 19:157-8 My 5 '27
Annual report, 27th, for the year ended Dec. 31, 1925. Comm & Fin Chr 122:1334-5 Mr 6 '26
Annual report, 28th, for the year ended Dec. 31, 1926. Comm & Fin Chr 124:1384-5 Mr 5 '27
Earns $6,757,944 in first half of year, 1927. Eng & Min J 124:631 O 15 '27
Is "Smelters" worth $200 a share. D. G. Harrington. Mag of Wall St 38:1144-5 O 9 '26
Market position of American smelting & refining 5s and 6s, 1947. Moody's Inv Serv. 18:191 Je 17 '26
Reports $17,760,721 earnings for 1926. Eng & Min J 123:466 Mr 12 '27
Thumbnail sketches of seven attractive stocks. Mag of Wall St 40:35 My 7 '27

AMERICAN snuff company
American snuff company ordered to discontinue unfair practices by Federal trade commission. Comm & Fin Chr 125:471-2 Jl 23 '27

AMERICAN society for municipal improvements
Annual convention, 31st, Des Moines, Oct. 19-22. Eng N 95:802-3 N 12 '25; Pub Works 56: 412-15 N '25
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Sectional meeting, Washington, Jan. 19-21. Iron Age 119:280-4 Ja 27 '27; Iron Tr R 80: 294-7 Ja 27 '27
Spring sectional meeting, Hartford, Conn., May 20-21. Iron Tr R 78:1409-10 My 27 '26; Iron Age 117:1497-9+ My 27 '26; Am Mach 64:850a My 27 '26
Spring sectional meeting, Milwaukee, May 19-20. Iron Age 119:1535-8 My 26 '27; Iron Tr R 80:1378-9 My 26 '27

AMERICAN society for testing materials
Annual meeting, 29th, Atlantic City, June 21-25. Am Mach 65:38a-b Jl 1 '26; Eng N 97: 20-7 Jl 1 '26; Foundry 54:545-7 Jl 15 '26; Iron Age 118:4-8 Jl 1 '26; Iron Tr R 79:41-3 Jl 1 '26; Oil Paint & Drug Rep 109:22+ Je 28 '26; Ry Age 81:17-18 Jl 3 '26; Ry R 79:55-7 Jl 10 '26
Annual meeting, 30th, French Lick, Ind., June 20-24. Iron Age 119:1827, 1873-80 Je 23-30 '27; Iron Tr R 80:1693-7 Je 30 '27; Eng N 98:1068-72 Je 30 '27; Metal Ind 25:293-4 Jl '27; Foundry 55:555-9 Jl 15 '27; Power 66: 74 Jl 12 '27; Ry Age 83:57-8 Jl 9 '27
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Committee D-13's annual meeting, French Lick, Ind., June 21. Textile World 72:53-4 Jl 2 '27
D-13 leads A.S.T.M. committees numerically. Textile World 70:2535-7 O 30 '26

AMERICAN society of civil engineers
Annual meeting, New York, Jan. 20-21. Eng N 96:154-8, 171, 173 Ja 28 '26
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Kansas City meeting of civil engineers. Eng N 96:651-3 Ap 22 '26
Meeting, Denver, July 12-16. Eng N 99:104-5 Jl 21 '27; Eng & Contr 66:417 S '27
Six-day meeting in Philadelphia, Oct. 4-9. Eng N 97:629-31 O 14 '26
Spring meeting, Asheville, N. C., April 20-22. Eng N 98:702+ Ap 28 '27
Summer meeting, Seattle, Wash., July 14-16. Eng N 97:147-50 Jl 22 '26

AMERICAN society of heating and ventilating engineers
Annual meeting, 32d, Buffalo, N.Y., Jan. 27-29. Am Soc Heat & V E J 32:183-212 Mr '26; Dom Eng 114:22-5+ F 6; 28+ F 13 '26; Heat & Ven 23:69-79 F '26
Annual meeting, 33d, St Louis, Jan. 26-28. Am Soc Heat & V E J 33:135-74 Mr '27; Dom Eng 118:40+ F 5 '27; Heat & Ven 24: 89-98 F; 99-100 Mr '27; Power Pl Eng 31: 278 F 15 '27
Mid-summer meeting, 33d, White Sulphur Springs, W. Va., June 28-30. Dom Eng 120: 35-6+ Jl 9; 22+ Jl 16 '27; Heat & Ven 24:100-10 Jl '27
Semi-annual meeting, 32d, Lexington, Kentucky, May 26-28. Dom Eng 117:35+ Je 5 '26; Eng & Contr (Bldgs) 65:257-8 Je 23 '26; Heat & Ven 23:81-8 Je '26; Am Soc Heat & V E J 32:497-516 Jl '26

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Annual meeting, 47th, New York, Dec. 6-9. Mech Eng 49:66-77 Ja '27; Am Mach 65: 1010a-c D 16 '26; Iron Age 118:1639 D 9 '26; Iron Tr R 79:1585-6+ D 16 '26; Power 64: 888-911 D 14 '26; Power Pl Eng 31:68-72 Ja 1 '27; Ry Mech Eng 101:4-11 Ja '27
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Business for the small bank. H. B. Winsor. il Burroughs Clearing House 11:17-18+ Ap '27

Buying art—buying imagination. W. E. Hale. il Burroughs Clearing House 10:13-14+ Ja '26

Concentrating bank and trust company advertising on departmental services. W. E. Brockman. Trust Companies 45:335-7 S '27

Co-operative campaign to solve the small accounts problem. T. D. MacGregor. Bankers M 112:439-41 Mr '26

De-bunking the syndicate idea. H. A. Blodgett. il Burroughs Clearing House 11:12-14+ O '26

Direct to the foreign element. F: O. Schubert. Burroughs Clearing House 10:42-3+ Ap '26

Distribution of the message. A. D. Welton. Burroughs Clearing House 10:19-21+ Je '26

Engravings—the favorite alibi. W. E. Hale. il Burroughs Clearing House 10:20-2+ D '25

Financial advertisers' association 10th annual convention. R: F. Durham. Bankers M 111: 729-33, 735-44 N '25

Financial advertisers association 12th annual convention, West Baden, Ind., Sept. 12-15. Trust Companies 45:347-54 S '27; Bankers M 115:485-94 O '27; Ptr Ink 140:144+ S 22 '27

Finding new copy angles in crowded fields. R. J. Dube. Ptr Ink 133:10+ D 31 '25

Function of financial advertising. C. H. Handerson. Adv & Sell 9:27+ Je 29 '27

Fundamentals of financial advertising for banks, trust companies, investment banks, building and loan associations and other financial institutions. J: D. Long and J: E. Farwell. 280p [bibliog. p. 267-9] Harper '27

Getting customers to write our advertising. E. W. Wilson. Ptr Ink 136:87-8 Jl 1 '26

Give 'em a game of their own. J. H. Collins. Burroughs Clearing House 11:19-20+ S '27

Give them vicarious adventure. A. B. Cook. il Burroughs Clearing House 11:17-18+ Ja '27

How banks are advertising. Published in monthly numbers of Bankers magazine

How English banks are advertising. T: Russell. il Ptr Ink 138:41-2+ Ja 27 '27

How I buy and how salesmen could help me. C. H. Handerson. il Bankers M 114:87-9+ Ja '27

How New Orleans banks have curbed irregular mediums. F. W. Ellsworth. Ptr Ink 136: 17-20 Jl 29 '26

How the printer can build up the business of the local merchant; building bank deposits. A. W. Rucker. Ptd Salesmanship 47: 421-4 Jl '26

How to get okehs from the board of directors. J: T. Bartlett. Ptr Ink 133:41-2+ D 3 '25

Human interest in bank advertising. D. Gridley. Ptr Ink M 14:30+ Ap '27

Immigrant—before he sails. C. P. C. Downman. Burroughs Clearing House 10:15+ Ja '26

Judge Gary pointed the way. M. Anderson. Burroughs Clearing House 12:36 N '27

Line of specific purposes. J. M. Case. il Burroughs Clearing House 12:25-6+ N '27

Major problem of American banking is one of distribution. J. A. Price. Trust Companies 44:627-9+ My '27

Making a bank opening yield new business. V. D. Allen, jr. il Bankers M 114:471-7 Mr '27

Mapping out the bank's advertising appropriation. G. P. Knapp. Ptr Ink 137:197-8+ O 7 '26

Market at your doors. H. Shryer. Burroughs Clearing House 11:15-18 Jl '27

Master's voice; thrift essay contest beginning with a greeting by victrola record. J. P. Atwood. il Burroughs Clearing House 11: 15-16+ My '27

Merger and its lesson for the advertiser. G. A. Nichols. Ptr Ink 136:17-20 Ag 5 '26

New business for banks. F: R. Kerman and B. W. Griffin. 326p [bibliog. p. 314-16] Prentice-Hall '26

Now searchlight advertising. A. F. Brunkow. il Burroughs Clearing House 11:23-4 Jl '27

Our savings deposits jumped $100,000 when—we used form letters with a personal touch. F. C. Hartsock. System 50:188+ Ag '26

Putting a handshake in letters. W. J. Marra. Ptr Ink 135:25-6+ Ap 15 '26

BANK advertising—*Continued*
Securing co-operation of stockholders. C. F. Hamsher. Bankers M 113:461-2+ O '26
Service plan that takes price out of the picture; how the Todd company helps its banker customers. D. G. Baird. Sales Management 12:807-8 Ap 30 '27
Syndicated advertising value. A. D. Welton. il Burroughs Clearing House 10:15-17+ Ag '26
$10,000 for advertising and how. A. D. Welton. Burroughs Clearing House 11:19+ D '26
Ten thousand letters a month mailed by Fidelity national bank and trust company, Kansas City. J: T. Bartlett. Burroughs Clearing House 12:63-4 N '27
They save for the things they want. W. E. Brockman. il Burroughs Clearing House 11: 19-20+ N '26
Timeliness and special appeal in a bank campaign; the Peoples bank of Sacramento uses newspapers to reach prune and almond growers. Ptr Ink 133:141-2 D 10 '25
What a free hand does to bank advertising. A. W. Diller. Am Bankers Assn J 19:667 Mr '27
What gets financial advertising copy read? R: F. Durham. Bankers M 113:833-8 D '26
What makes bank publicity good? C. P. Knapp. Bankers M 112:685-6 My '26
What percentage for bank advertising appropriations. Ptr Ink 139:129 Je 9 '27
What questions make good headlines. H. B. Winsor. il Bankers M 113:378-82 S '26
What we learned about increasing profits in Argentina. C: E. Spencer. Ptr Ink 133:89-90+ D 17 '25
When a bank advertises its community. Ptr Ink 138:168+ F 10 '27
Where does the bank advertising manager fit? Bankers M 113:37-8 Jl '26
Why do we advertise a bank? A. D. Welton. Burroughs Clearing House 10:15-17+ Ap '26
Wider scope for the bank magazine; reprints for newspapers. il Burroughs Clearing House 11:11+ My '27
Your share of trust business. A. B. Cook. Burroughs Clearing House 10:13-14+ Mr '26

See also Bank employees—Contests; Bonds—Advertising; Building and loan associations—Advertising; Investments—Advertising; Savings banks—Advertising; Trust companies—Advertising

BANK auditors
Bank auditor today. R. H. Brunkhorst. Am Bankers Assn J 19:339 N '26

See also Bank examination

BANK buildings
Athens national bank, Athens, N.Y.; view and plan. Am Arch 131:473 Ap 5 '27
Bank alterations. H. S. Luckman. il plans Arch Forum 45:209-14 O '26
Bank and office buildings. il Bldg Age 49:212-13 Ap '27
Bank of the United States, 1818-1824; imitation of Grecian architecture. F. Kimball. il plans Arch Rec 58:581-94 D '25
Bankers and the fine arts. A. C. Bossom. il Bankers M 112:296-300 F '26
Banking room of the Society for savings, Hartford, Conn.; views. Am Arch 131:615-20 My 5 '27
Banks and bank buildings. A. Hopkins. il diags plans Arch Forum 43:69-74, 265-72 Ag, N '25
Banque de commerce, Antwerp, remodels building. il Bankers M 115:116-18 Jl '27
Branch of the Bank of Montreal, First national bank of Tenafly, N.J., and other bank buildings. il plans Arch Forum 44:49-64 Ja '26
Broadway and 73rd street branch, United States mortgage and trust co., New York; views and plans. Am Arch 129:pl 133-4 Je 5 '26
Bronx Borough bank, Tremont avenue, New York city. il plan Bldg Age 49:155 Mr '27
Bronx county trust co., and Fordham national bank, New York city. il Arch & Bldg 58:45-6, pl 71-8 Ap '26
Build to allow for expansion. W. J. Aring. il plans Burroughs Clearing House 11:12-14+ Jl '27
Building a bank on an odd shaped plot; Citizens trust company, Harrisburg, Pa. il plan Bankers M 111:841-3 N '25
Burlington trust co., Burlington, Vt.; views and plans. Arch Forum 47:pl 79-80 O '27
Central mercantile bank building, New York city. Arch & Bldg 59:252-3, pl 159-62 Ag '27
Central mercantile bank, New York city. Arch & Bldg 58:61-2, pl 101-2 My '26
Citizen's savings bank, New York. O. W. Wilson. il plans Arch Rec 60:25-32 Jl '26
City savings and trust company building, Alliance, Ohio. il plan Bldg Age 49:106-7 Ja '27
Colorful assets in the murals. J: W. Harrington. il Burroughs Clearing House 11: 19-21+ Ap '27
Composite steel and concrete frame in Fayetteville bank. W. Atlee. il diags Eng N 98: 771-2 My 12 '27
Cuban branch, National city bank of New York, Havana; view. Am Arch 129:pl 33 F 20 '26
Dallas national bank. il Manuf Rec 92:88 S 15 '27
Details of typical teller's cage, Bowery savings bank, New York city. il Architecture 55:17-20 Ja '27
East River savings bank, New York city and the American national bank, Mt Vernon, N.Y. il Arch & Bldg 59:282-4, pl 174-8 S '27
Erie trust company, Erie, Pa.; views and plans. Arch Forum 47:155-9 Ag '27
Examples of recent bank building operations. Published in monthly numbers of Bankers magazine
Federal-American national bank, Washington, D.C. J: Poole. il plan Bldg Age 49:100-2 O '27
Federal reserve bank, New York city. M. L. Law. il plan Architecture 55:241-50 My '27
Federal reserve bank, St. Louis, Mo. A. N. Rebori. il diags Arch Rec 60:289-300 O '26
First national bank building at Estherville, Iowa. il plan Bldg Age 48:105 Ja '26
First National bank, Peterboro, N.H.; First National bank, Gardner, Mass.; Twelve Points state bank, Terre Haute, Ind. il plans Am Arch 129:387-92 Mr 20 '26
First-story columns cut away in enlargement of the 12-story Harriman national bank building, New York. il diags Eng N 95: 950-3 D 10 '25
First trust building of Hammond, Indiana. H: Kies. il plans Bldg Age 49:96-7 Jl '27
Franklin savings bank, New York city. Arch & Bldg 58:98-9, pl 163-5 Ag '26
Freeport national bank, Freeport, L. I.; views. Arch Rec 60:241-5 S '26
Genesee Valley trust company, Rochester, N.Y. il plan Am Arch 128:485-8 D 5 '25
Half century of progress in the development of distinctive types of buildings in the United States shown pictorially by decades. il Am Arch 129:88-9 Ja 5 '26
Hamilton bank opens University office. il Bankers M 114:314-17 F '27
Harriman national bank building, New York city. Arch & Bldg 59:112+, pl 79-81 Ap '27
Imposing new home of Republic national bank of Dallas. il Bankers M 112:629-32 Ap '26
Interesting remodelling operation in Berlin; Deutsch Südamerikanische bank. il Am Arch 131:591-7 My 5 '27
Introducing a new type of bank architecture; Bankers trust company of Hartford. il Bankers M 115:387-94 S '27
Irving savings bank, New York city. il plan Arch & Bldg 58:57-8, pl 83-6 My '26
Kanawha banking and trust company, Charleston, W. Va.; views and plans. Am Arch 131:87-91 Ja 20 '27
Lake-state bank building, Chicago, Ill.; views. Architecture 56:251-2 N '27
Let in the sunlight. W. D. Purdon. il Burroughs Clearing House 11:21-2+ Mr '27
Liberty bank's new building, Buffalo, N.Y. Arch & Bldg 57:97-8, pl 222-6 N '25
Looking at London's new banks. F. Plachy, jr. il Burroughs Clearing House 11:20-2+ Je '27

BANK buildings—*Continued*
Manufacturers trust company's building, New York city. Arch & Bldg 59:254, pl 165-7 Ag '27
Moorestown trust company, Moorestown, N.J. H. D. Eberlein. il plan Arch Forum 46:363-71 Ap '27
Mutual trust company building, Philadelphia. il plans Bldg Age 48:96-7 N '26
New annex to National loan and exchange bank, Columbia, S.C. J. Wooten. il Manuf Rec 89:104-5 Jl 1 '26
New Bank of America building, New York city. il plan Arch & Bldg 58:127-8, pl 226-9 D '26
New building of the Federal-American national bank, Washington, D.C. il Bankers M 113:415-26 S '26
New building of the Putnam trust company of Greenwich, Conn. il Bankers M 114:942-8 Je '27
New building to mark the Chase national bank's fiftieth anniversary. il Bankers M 115:88-9 Jl '27
New home of the Liberty bank of Buffalo, N.Y. il Bankers M 111:994-1008 D '25
No less a bank—because also an office building; Union savings & trust company, Warren, Ohio. il plan Bldg Age 49:110-11 S '27
Old town national bank, Baltimore, Md.; view and plan. Am Arch 132:589-90 N 5 '27
Peoples national bank and trust company of Lynbrook, L.I. il Bankers M 115:381-6 S '27
Port Chester savings bank, Port Chester, N.Y. il plans Architecture 55:349-52 Je '27
Portfolio current architecture; views and plans. Arch Rec 62:25-55 Jl '27
Romance of housing branches. C. P. C. Downman. il Burroughs Clearing House 11:16-17 N '26
Royal bank of Canada to erect tallest office building. il Bankers M 114:914-15 Je '27
Seamen's bank for savings, New York; view. Am Arch 131:531, 533 Ap 20 '27
Seamen's bank for savings, New York; views. Architecture 55:209-12 Ap '27
Seamen's bank for savings, New York city. il Arch & Bldg 59:144-6, pl 87-90 My '27
Security bank of Chicago. il Arch Forum 44: 225-8 Ap '26
Selecting the bank's architect. L: L. Baxter. Bankers M 114:905-7 Je '27
State bank of Chicago begins work on new $15,000,000 home. il Bankers M 114:109-11 Ja '27
Tendencies of bank design. J: W. Harrington. il Burroughs Clearing House 11:17-20+ F '27
Tokyo bank building designed to resist earthquakes. J: W. Pickworth and W. H. Weiskopf. il plans Eng N 98:1010-14 Je 23 '27
Trend of bank design in London. il Burroughs Clearing House 11:10-11 O '26
Twin beacons of amity as reflected in the architectural design of the Liberty bank of Buffalo. A. C. Bossom. il plans Am Arch 129:177-82, pl 1-6 Ja 20 '26
Unique new banking house of the State Street trust company, Boston. il Bankers M 111:1009-12 D '25
Unusual combination trusses in old bank building. il diag Eng N 95:1029 D 24 '25

See also Vaults; *also* Bank of England; Trust company of Larchmont, Larchmont, New York

Electric equipment

Electrical device for displaying the latest foreign exchange rates. il Electrician 97: 164 Ag 6 '26

Heating and ventilation

Complete motor equipment in Salt Lake bank building. il Elec West 58:472 Je '27
Heating and cooling in China. A. W. Barnes. il diags plan Dom Eng 113:18-21 N 14 '25

BANK burglary. See Burglary

BANK consolidations
Bank consolidation movement. R. A. Lewis, jr. Am Bankers Assn J 18:825+ Je '26
Bank consolidations necessary, says Girard national bank of Philadelphia. Comm & Fin Chr 122:1562-3 Mr 20 '26
Big business needs billion dollar banks. P. S. Krecker. Comm & Fin 15:2531-2 D 15 '26
Consolidation of the Mechanics and metals national bank with the Chase national bank. Comm & Fin Chr 122:966-8, 1997-8, 2145-6 F 20, Ap 10-17 '26
How far will the bank merger movement go? G: W. Edwards. Bankers M 112:815-18+ Je '26
Merger of the Peoples trust co. of Brooklyn with the National City bank of New York. Comm & Fin Chr 123:44 Jl 3 '26
Transfer of trustee obligations as affected by mergers, conversions or consolidations. W: R. Hervey. Trust Companies 44:337-41 Mr '27

See also Bank of Italy, San Francisco

BANK credit. See Credit, Bank

BANK debits
Weekly fluctuations in outside bank debits. W. L. Crum. chart R Econ Statis 9:30-6 Ja '27

BANK defalcations. See Embezzlement

BANK deposits
Bank deposits as a forecaster of the general wholesale price level. H. Working. R Econ Statis 8:120-33 Jl '26
Bank deposits held to be confidential by Ohio Supreme court. Comm & Fin Chr 124:3440 Je 11 '27
Causes and effects of the growth of time deposits. R. B. Westerfield. Annalist 28:755-6 D 10 '26
Growth and significance of time deposits. W. E. Albig. Comm & Fin Chr 123:280-1 Jl 17 '26
How the banking ratios guide. N. J. Silberling. Burroughs Clearing House 11:30+ Ap '27
Interest on deposits. R. S. Hawes. Comm & Fin Chr 123:137-8 sec 2 O 16 '26; Same. Am Bankers Assn J 19:335-6 N '26
Is it practical to lower interest rates on time deposits? W. H. Johnson, jr. Comm & Fin Chr 124:1927 Ap 2 '27
Kentucky bankers act to hold down the rate on time deposits. N. H. Dosker. Am Bankers Assn J 19:81+ Ag '26
Kentucky bankers association again declares for 3% interest rate on deposits. Comm & Fin Chr 123:1712-13 O 2 '26
Significance of banking trends and increase in time deposits. M. A. Traylor. Trust Companies 44:15-16 Ja '27
Slight gain in savings during 1926; shift of time deposits from state to national banks. W. E. Albig. Am Bankers Assn J 19:452, 454 D '26

See also Banks and banking—Guaranty of deposits; Savings deposits

BANK deposits, Government
Why lose money on public funds in banks? G. A. Rogers. Am Bankers Assn J 18:606+ Mr '26

BANK directors
Bank directors' liability for illegal loans. Bankers M 115:454-6 O '27
Comes business from the board. F. S. Clark. Burroughs Clearing House 11:10-11 Mr '27
Directors and the one-man bank. F. S. Wettack. Am Bankers Assn J 18:410+ D '25
Directors, single handed. D. P. De Young. Burroughs Clearing House 12:10+ N '27
Opinions of the general counsel. T: B. Paton. Am Bankers Assn J 18:623-5 Mr '26
Risks of figurehead directors. T: B. Paton, jr. Am Bankers Assn J 20:78-9+ Ag '27
Selection and duties of Federal reserve bank directors. Comm & Fin Chr 122:36 Ja 2 '26

BANK employees
Has he a following—all other things being equal? T. Gattling. Burroughs Clearing House 12:11+ N '27
Just girls—with next to nothing; girls' club of the First Wisconsin national bank. R. Pearse. il Burroughs Clearing House 10:13-14+ F '26

BANK employees—*Continued*
Low cost and better transit. F. S. Merwyn. il Burroughs Clearing House 12:8-9 O '27
Market for the staff's ideas. F. S. Clark. il Burroughs Clearing House 10:18-19+ Jl '26
Molding of the executive. W. F. Gephart. Burroughs Clearing House 11:15+ S '27
One year of employee-ownership. F. S. Clark. Burroughs Clearing House 10:13-14+ Ap '26
Square deal for employees. W. F. Gephart. il Burroughs Clearing House 11:12-14+ D '26
Successful cooperative investment plan for bank and trust company employees. J. N. Higley. Trust Companies 45:201+ Ag '27
Systematized personnel work. J: T. Bartlett. Burroughs Clearing House 11:34+ Ja '27
They pay more and say it pays; Rahway, N.J., national bank. D. P. De Young. Burroughs Clearing House 11:8-9+ My '27
Way to executive position. E. J. McQuade. Burroughs Clearing House 10:18 Ap '26
What's wrong with our banks as employment centers? A. F. Wright. Bankers M 112:526-32 Ap '26

Contests

Credited to profit-sharing. T. D. MacGregor. Burroughs Clearing House 11:46+ Mr '27
Getting $1,120,483 in new business at a cost of $3087. M. D. Miller. Bankers M 112:589-94 Ap '26
New business contest. P. W. Baddeley. Burroughs Clearing House 11:38+ Jl '27
Successful campaign brings $12,000,000 in new deposits. Bankers M 111:893-7 D '25
We've found that everybody on the pay-roll can sell. W: S. Kline. il System 49:646-8 My '26
World-wide savings contest. R. Steffan. il Burroughs Clearing House 11:12-14+ Ag '27

BANK examination
Bank audits and examinations. J: I. Millet. 490p Ronald press '27
Iowa bankers propose state-wide clearing house examiner system. L: Alexander. Am Bankers Assn J 19:730+ Ap '27
Outline of annual examination. C. R. Smelser. Burroughs Clearing House 10:10-12+ Ag '26

BANK failures
Bank failures in Iowa. F. L. Garlock. charts J Land & Pub Util Econ 2:48-66 Ja '26
Bank failures in 1925. Bradstreet's 54:69 Ja 23 '26
Bank failures in the West. Nat City Bank p 223-4 D '26
Bank receiverships minus politics. C. M. Harger. Am Bankers Assn J 18:559+ F '26
Bank suspensions and commercial failures. Published in monthly numbers of Federal reserve bulletin
Bank suspensions and liabilities in 1926 and for 34 years. Bradstreet's 55:58-9 Ja 15 '27
Bank suspensions in 1924 and 1925. Fed Res Bul 12:247-9 Ap '26; Same. Comm & Fin Chr 123:2343-4 N 6 '26
Banking suspensions in 1925. Dun's R 34: 26 Ja 9 '26
Better banking. C. B. Hazlewood. Comm & Fin Chr 123:117-21 sec 2 O 16 '26; Same cond. Am Bankers Assn J 19:300-2+ N '26
Can banking be made safer? A. L. Willouer. Bankers M 112:511-19 Ap '26
Causes of bank failures. O. M. W. Sprague. Am Bankers Assn J 19:703-4 Ap '27
Chain bank crash in Georgia. H. McFadden. Am Bankers Assn J 19:137-8 S '26
Closed Georgia banks; report of receivers. Comm & Fin Chr 123:936-8 Ag 21 '26
Cure for country bank failures. J. Van Houten. Am Bankers Assn J 19:586+ F '27
Does branch banking check bank failures? J: M. Chapman. Bankers M 113:594-600 N '26
Eliminating hazards and failures in American banking. G. S. McCain. Trust Companies 44:743-6 Je '27
Failed Georgia banks. Comm & Fin Chr 123: 1582-3 S 25 '26
Failure of chain banks in Georgia laid to unsound, inadequate laws by Fulton county (Ga.) Grand jury. Comm & Fin Chr 123: 1332-4 S 11 '26
Federal reserve board's review by months of bank suspensions during 1926. Comm & Fin Chr 123:2341-3 N 6 '26
Fundamental cause of agricultural depression and bank failures in agricultural states. Manuf Rec 90:48-51 D 23 '26
How 850 banks failed in a period of cheap money. W: S. Marlowe. map Mag of Wall St 39:610-11+ Ja 29 '27
Letters from a banker to his son. R. L. Bone. Am Bankers Assn J 19:444+ D '26
More Florida banks fail. Comm & Fin Chr 124:1620-1 Mr 19 '27
New banks proposed in Owens Valley, Calif., to replace closed institutions. Comm & Fin Chr 125:1790 O 1 '27
North Dakota bank failures. G: A. Bangs. Am Bankers Assn J 19:96+ Ag '26
Over 70 chain banks in Georgia close as result of petition for receiver for Bankers' trust company of Atlanta—Florida banks also affected. Comm & Fin Chr 123:285-6, 411-12, 449-501 Jl 17-31 '26
Plan to reduce bank failures; bankers assurance associations. F. I. Kent. Am Bankers Assn J 19:590+ F '27
A shoe string breaks in Georgia. Comm & Fin 15:1420 Jl 21 '26
To make banking a profession. W. L. Wandlass. Burroughs Clearing House 11:13-14+ S '27

BANK guaranties
Substitutes for the bank acceptance. W. Ward. Comm & Fin Chr 124:3150-1 My 28 '27

BANK hold-ups. See Burglary

BANK libraries
Antiquarian finance. M. G. Eaton. Special Lib 81:262-3 O '27
Bank library. Bankers M 111:875-6 D '25
Bank library and state library work hand in hand. K. D. Ferguson. Special Lib 18:78-9 Mr '27
Inside publicity. L. J. Gage and others. Special Lib 18:12-18 Ja '27
Investment banking library, Halsey, Stuart & company. V. Savage. Special Lib 17:29 Ja '26
Key problems in the special library; banking. M. Burnett. Special Lib 17:69-70 F '26
Key problems in the special library; solving problems at the First Wisconsin national bank. M. Reynolds. Special Lib 17:76 F '26
Libraries in banking institutions in California. Special Lib 17:239-42 Je '26
Library of Continental and commercial bank. S. Wuchter. Special Lib 17:25 Ja '26
Obsolescence problem—a brief introduction. M. P. Billingsley. Special Lib 18:264 O '27
Reference library of the Federal reserve bank of Chicago. R. L. Nichols. Special Lib 17: 28 Ja '26
Relationship of the library and research departments to the bank. D. M. Marvin. Special Lib 18:215-19 S '27; Excerpt. Comm & Fin Chr 124:3719 Je 25 '27
Royal bank of Canada library. C. C. Wilson. Special Lib 18:149-50 My '27

BANK loans. See Loans, Bank

BANK notes
Central bank notes and currency notes of selected countries; tabulation. R Econ Statis 8:248-9 D '26
Consolidation of Italian note issue. Fed Res Bul 12:674-5 S '26
Monthly changes in national bank notes and in bonds and legal tenders on deposit therefor. Comm & Fin Chr 121:2372-3 N 14 '25 [continued monthly]
National bank notes depict the nation's history. W. E. Chapin. Bankers M 115:165+ Ag '27
Will the national bank note go? E. E. Mountjoy. Am Bankers Assn J 20:23+ Jl '27

BANK of America, New York
Appellate division of New York Supreme court upholds Bank of America voting trust. Comm & Fin Chr 123:156-7 Jl 10 '26
Bank of America in New York. il Bankers M 113:920-1 D '26
Bank of America voting trust held invalid; text of decision. Comm & Fin Chr 122:1398-1400 Mr 13 '26
Finance and politics in early New York; Bank of America and War of 1812. Bankers M 112: 957-9+ Je '26

BANK of Australasia
Annual general meeting, 92d. Economist 102: 639-40 Mr 27 '26
Annual general meeting, 93d, London, March 31. Economist 104:709-10 Ap 2 '27

BANK of East Prussian landowners association
Offering of $7,000,000 gold notes (participation certificates) of Bank of East Prussian landowners association. Comm & Fin Chr 124:1449-50 Mr 12 '27

BANK of England
Position of the Bank of England from April 22, 1925, to April 21, 1926. Economist 102: supl3 My 29 '26
Position of the Bank of England from April 21, 1926, to April 20, 1927. Economist 104: sup13 My 14 '27
Sir Reginald McKenna of Midland bank, ltd., compares rigidity of Bank of England system with elasticity of Federal reserve system. Comm & Fin Chr 124:713-14 F 5 '27

BANK of France
Annual report of the Bank of France, year 1925. Fed Res Bul 12:186-9 Mr '26
Annual report for 1926. Fed Res Bul 13:197-201 Mr '27
Bank of France repays £33,000,000 to Bank of England advanced by latter during World war. Comm & Fin Chr 124:2525-6 Ap 30 '27
British gold and Bank of France policy. L. Pasvolsky. Annalist 30:172-3 Jl 29 '27
Operations of the Bank of France. Nat City Bank p 115-16 Jl '27; Same. Annalist 30:43+ Jl 8 '27

BANK of Italy, San Francisco
Bank of Italy still spreading out. Comm & Fin Chr 125:2067-8 O 15 '27
Bank of Italy's aims and aspirations—to constitute with the affiliated Bancitaly corporation a private Federal reserve. Comm & Fin Chr 124:3163 My 28 '27
Branch banking and the bank of Italy. A. P. Giannini. Bankers M 114:813-16 Je '27
Employees will own big bank—how plan is working. F. S. Clark. il Forbes 17:19-20 F 15 '26
Federal reserve policy and branch banking under the newly enacted law. Comm & Fin Chr 124:1723-7 Mr 26 '27
Guiding policies of the Bank of Italy. J. A. Bacigalupi. Am Bankers Assn J 19:786+ My '27
Nationalization of Bank of Italy. Comm & Fin Chr 124:1307-8 Mr 5 '27
One year of employee-ownership. F. S. Clark. Burroughs Clearing House 10:13-14+ Ap '26
Possible manner of bank expansion—Bank of Italy plan and methods being studied by other institutions. Comm & Fin Chr 124: 1771 Mr 26 '27

Library
Bank library and state library work hand in hand. K. D. Ferguson. Special Lib 18:78-9 Mr '27
How to advertise your library to your organization. K. D. Ferguson. Special Lib 18:13-15 Ja '27

Naval department
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Adams foundry melts iron for ninety years. il Foundry 53:916-19 N 15 '25
Alamo iron works erects modern casting plant in Texas. E. H. Trick. il Foundry 54:622-6 Ag 15 '26
American malleable first made 100 years ago by Seth Boyden who established Barlow foundry, inc., Newark. E. C. Kreutzberg. il Iron Tr R 78:387-8+ F 11 '26; Same. Foundry 54:144-6 F 15 '26
Birthplace of malleable iron in America; the Barlow foundry established by Seth Boyden. Brass W 22:80 Mr '26
Black-Clawson co., Hamilton, O., specializes in dryer shells for paper mills. P. Dwyer. il Foundry 54:930-5 D 1 '26
Buick foundry meets peak load needs. P. Dwyer. il plan Foundry 55:830-5 N 1 '27
C. & G. Cooper co., Mt. Vernon, O., makes history in engine building. P. Dwyer. il Foundry 54:846-50 N 1 '26
Foundry in a patio. il Am Mach 66:1019 Je 16 '27
Eine neuzeitliche giessereianlage. K. Schunck. il diags Stahl & Eisen 46:1701-5 D 2 '26
100 years marks span of South Windham shop's service. H. R. Simonds. il Foundry 54:584-8 Ag 1 '26
Quarter century sees marked changes in foundries. D. M. Avey. Iron Tr R 78:782-4 Mr 25 '26
Revamping for economy; Modern foundry co., Cincinnati. il Iron Tr R 80:1463-5+ Je 9 '27
United States cast iron pipe & foundry co. opens pipe foundry in East. E. C. Kreutzberg. il Iron Tr R 79:724-6, 779-81 S 16-23 '26; Same. Foundry 55:49-51, 102-4 Ja 15-F 1 '27
Walworth co. expands business by building new outlets. P. Dwyer. il Foundry 55:40-4+ Ja 15 '27
Weathers storms of 75 years; J. S. Schofield's sons co., Macon, Ga. il Foundry 55:524-5 Jl 1 '27

See also Brass foundries; Foundry management; Foundry practice; *also* Cannon iron foundries, ltd.

Accounting

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Congresses

Association technique de fonderie de France convention, Paris, Sept. 7-10. Foundry 55: 796-7 O 15 '27; Génie Civil 91:352-3 O 8 '27
Association technique de fonderie of Belgium and the Association technique de fonderie of France, Liege, 5th congress, Belgium, Oct. 25-28. Foundry 54:50-1 Ja 15 '26

Consolidation

Favors consolidation to lift overhead load. W. D. Stowe. Foundry 53:988-90 D 15 '25

Electric equipment

Chicago foundry increases electric heat applications. J. H. Faulkner. il Elec W 88:436-7 Ag 28 '26
Cupola charger on electric truck. il Ind Eng 84:547 N '26
Foundry has electric ovens. il Iron Age 117: 1703-7 Je 17 '26

See also Electric furnaces, Foundry

Employees

Apprentice problem is getting and holding boys. W: Armstrong. Foundry 55:593-4 Ag 1 '27
Apprentices want to know what goes on inside the works. C. J. Freund. il Foundry 54: 300-3 Ap 15 '26
Better conditions, better founders. C. J. Freund. Iron Age 120:1006-7 O 13 '27; Same. Brass W 23:379-80 N '27
Bonus plan advantageous in malleable iron plant of Saginaw products co. B. R. Mayne. Foundry 54:647-9 Ag 15 '26
Foundry needs more apprentices; discussion at A.F.A. meeting. Foundry 55:463 Je 15 '27; Iron Tr R 80:1568-9 Je 16 '27
Grade apprentices by merit. C. H. Ross. Foundry 55:516-17 Jl 1 '27
I. C. S. to train apprentices for foundry and factory. Brass W 22:200 Je '26
New England foundrymen's association adopts principles for apprentice training. Foundry 54:362-3 My 1 '26
Report of the committee on industrial education. Iron Age 118:1482-3 N 25 '26

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Wages and hours of labor in foundries and machine shops, 1925. U S Bur Labor Statistics Bul 422:1-159 '27; Excerpts. Monthly Labor R 21:1243-9 D '25; Excerpt (table). Iron Tr R 80:327 F 3 '27
Your boy; start him right by an apprenticeship. W: Armstrong. il Foundry 54:540-4 Jl 15 '26

See also Brass foundries—Employees; Foundry practice—Study and teaching

Equipment and supplies

Air furnace has underfeed stoker; design of annealing ovens. B. Finney. il Iron Age 117:1119-23 Ap 22 '26
Amerikas giessereiwesen. U. Lohse. il Zeit Ver Deutsch Ing 70:357-60 Mr 13 '26
Builds continuous shop; Maytag co. erects new foundry. H: M. Lane. il Foundry 55: 481-5 Je 15 '27
Cleaning castings hydraulically proves economical. E. C. Barringer. il plan Iron Tr R 77:1267-9+ N 19 '25; Same. Foundry 53: 951-4 D 1 '25
Compressed air aids foundry operations. G. R. Skerrett. il Foundry 55:766-8 O 1 '27
Conveyor system speeds production of small cast iron automotive parts. F. G. Steinebach. il Foundry 54:256-61 Ap 1 '26
Conveyors nearly triple output. F. L. Prentiss. il plan Iron Age 117:977-82 Ap 8 '26
Cutting a major cost item in the foundry. E. J. Tournier. il diag Ind Management 72:236-43 O '26
Entlüftung und entstaubung von giessereien und deren ergänzungsbetrieben. H. Reininger. diags Stahl & Eisen 47:1395-9 Ag 25 '27
Exceptional conveyor equipment; Buick foundry employs unusual methods in reducing labor costs. F. L. Prentiss. il Iron Age 120: 1217-23 N 3 '27
Feuerfeste baustoffe, ihre prüfung und ihr verhalten im hüttenbetriebe. E. H. Schulz. Stahl & Eisen 46:1667-78 N 25 '26
Fliessarbeit in amerikanischen giessereien. C Pardun and R. Agte. il diags Stahl & Eisen 46:1820-4 D 23 '26
Foundries using better equipment. H: M. Lane. il Iron Age 117:14-18 Ja 7 '26
Gas tractor in our foundry saves $3,000 annually. W. H. Harriman. il Factory 37: 845+ N '26
Handling foundry sand and coke at plant of Maytag washing machine. il Iron Age 119: 1660-1, 1738-40, 1817-20 Je 9-23 '27
Handling materials in a foundry. E. T. Bennington. Brass W 23:6-7 Ja '27
Handy type curbing. J. A. Murphy. diags Foundry 54:523-4 Jl 1 '26
How new equipment helped triple output in foundry of General motors corp. P. Dwyer. il plan Foundry 54:418-22+, 464-8, 596-600, 638-42 Je 1-15, Ag 1-15 '26
Hydraulic washing of castings. R. A. Fiske. il Iron Age 116:1383-5 N 19 '25
International foundry trades exhibition. il diag Engineering 121:688-91, 720-3, 728, 753-5, pl 51-2 Je 11-25 '26; Engineer 141:630-3 Je 18 '26; Elec R (Lond) 98:955 Je 25 '26; Iron Tr R 78:1630-2 Je 24 '26
Eine kritische betrachtung über bau und betrieb von trockenkammern und trockenapparaten in giessereien. B. Osann. diags Stahl & Eisen 47:1597-1606 S 29 '27
Labor-saving equipment feature new Westinghouse air brake plant; foundry and machine shop. G. W. Wildin. il plan Management & Adm 11:337-42 My '26
Lower handling costs of foundry materials. H. J. Payne. il diags Foundry 54:262-4+ Ap 1 '26
Making nonferrous railroad castings. F. G. Steinebach. il Foundry 54:340-5 My 1 '26
Material handling revolutionized our production. A. Weber. il Factory 36:282-4+ F '26
Metal working machines in the machine shop and foundry products division. Am Mach 66: 731-2 My 5 '27
Miles of conveyors to cool castings and moving pouring platform are features in new Buick foundry. il Iron Age 120:643-4 S 8 '27
Molding and sand costs reduced. R. J. Heisserman. il plan Iron Age 119:500-4 F 17 '27; Same. Blast F & Steel Pl 15:137-8 Mr '27; Same. Foundry 55:217-20 Mr 15 '27; Same. Iron Tr R 80:704-7 Mr 17 '27
More castings in smaller space; mechanical molding and conveyors in altered foundry of Nash motors co. R. A. Fiske. il layout Iron Age 117:677-80 Mr 11 '26; Same. Brass W 22:125-8 Ap '26
Paris exhibition features foundry equipment. V. Delport. il Foundry 55:793-5 O 15 '27
Preheating reduces melting period. E. Bremer. il plan Foundry 55:626-30+, 674-7 Ag 15-S 1 '27
Sand handling mechanized at Packard foundry. H: M. Lane. il plan Iron Age 120:461-5 Ag 25 '27
Sand handling system yields economies in steel foundry. R. A. Fiske. il Iron Age 118: 703-5 S 9 '26
Sand supplied continuously in foundry of the Packard motor car co. il plan Foundry 54: 346-50+ My 1 '26
Secures higher production of motor castings with conveyor system. F. G. Steinebach. il Foundry 54:760-5 O 1 '26
Stepping up production mechanically; methods and equipment employed at Austin Arcola plant of the American radiator co., Buffalo. P. Dwyer. il Foundry 55:550-2+, 588-92, 635-8 Jl 15-Ag 15 '27
Trucks handle materials in the foundry. C. C. Hermann. il Foundry 54:135-6 F 15 '26; Same. Iron Tr R 78:455-6 F 18 '26
Use of chaplets. J. Varlet. il diags Foundry 55:858-61 N 1 '27
Utilize powdered coal in malleable foundry. P. Dwyer. il Foundry 54:666-9+ S 1 '26
Ventilating system, materials handling methods and layout are features of Packard core room. il Iron Age 120:538-9 S 1 '27
Von der Amerikafahrt europäischer eisen- und stahlgiesser im September und Oktober 1926. C. Irresberger. Stahl & Eisen 47:1241-5, 1400-4, 1609-11 Jl 28, Ag 25, S 29 '27
Die wärmewirtschaft der form-trockenvorrichtungen in den giessereien. A. Wagner and A. Koch. diags Stahl & Eisen 46:1457-70 O 28 '26
What mechanical handling means to foundry profits. P. Cuno. il Ind Management 74:74-9 Ag '27

See also Casting machines; Charging machines; Converters; Core ovens; Crucibles; Cupola furnaces; Foundries—Electric equipment; Foundries—Safety devices and measures; Foundry flasks; Foundry ladles; Foundry machinery; Furnaces, Foundry; Furnaces, Iron founding; Grinding machines; Molding machines; Molds (for casting); Oxyacetylene apparatus; Sand blast; Sand mixers

Floors

Foundry floors. E. D. Gleason. Metal Ind 25:410 O '27

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Ventilating system, materials handling methods and layout are features of Packard core room. il Iron Age 120:538-9 S 1 '27

Layout

Continuous casting of small parts for small electrical motors by the Elmira foundry co. il plan Iron Age 120:391-3 Ag 18 '27
French automobile foundry employs continuous system; Citroen foundries at Clichy. V. Delport. il diags plans Foundry 55:748-50, 752-5 O 1 '27
Layout change brings operating economies. F: Heitkamp. il Foundry 55:84-9 F 1 '27
New production foundry in South; King co., Sheffield, Ala. R. A. Fiske. plan Iron Age 119:557-8 F 24 '27

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Lighting

Molder needs light to work efficiently. W. H. Rademacher. il Foundry 55:134-7 F 15 '27; Same. Safety Eng 53:97-102 Mr '27; Abstracts. Iron Age 118:1483-4 N 25 '26; Am Inst E E J 46:386 Ap '27; Illum Eng Soc 22:576-8 My '27

Throwing light on foundry operations. D. H. Tuck. il diags Foundry 53:991-3 D 15 '25

Power

Dampf- und gasmaschinenbetrieb auf hüttenwerken. H. Froitzheim. Stahl & Eisen 46: 737-42 Je 3 '26

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Simple equipment record system used in a large steel foundry. J. Thomson. il Ind Eng 85:415-19+ S '27

Safety devices and measures

Care needed in handling materials. Foundry 55:540 Jl 1 '27

Foundry hazards. F. G. Bennett. Safety Eng 54:3-5 Jl '27

Foundry of the Utah copper co. averts accidents. T. F. Jennings. Foundry 54:916-17 N 15 '26

Other extremity in foundry injuries. C. L. Peake. Nat Safety N 15:45 F '27

Preventing accidents in foundries. H. A. Rowlands. Safety Eng 50:135-9 S '25; Abstract. Monthly Labor R 21:1330-2 D '25

Protective clothing for the foundry worker. Nat Safety N 16:54-5 Ag '27; Same. Metal Ind 25:424 O '27

Safety first in the foundry. A. A. Mowbray. Blast F & Steel Pl 15:503 O '27

Safety in foundries. il Nat Safety N 14:43-53 Jl; 42-54 Ag '26

Safety—when and how. A. R. Crozier. il Nat Safety N 15:48 F '27

Western foundry averts accidents. T. F. Jennings. Iron Tr R 79:719-20 S 16 '26

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Foundries in the United States and Canada, 1926 and 1924. maps Foundry 54:627-32 Ag 15 '26; Iron Tr R 79:493-5 Ag 26 '26

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Finds modern foundries in far away Australia. H. P. Kreulen. il Foundry 55:129-32 F 15 '27; Same. Iron Tr R 80:515-17 F 24 '27

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Chicago foundries reveal industry's progress. il Foundry 55:[insert] 26-7+ My 15 '27

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Ancient methods prevail in Central China. F. A. Foster. il Foundry 54:220-4 Mr 15 '26

Detroit, Michigan

Representative foundries in Detroit; location, personnel and capacity. Foundry 54:710-11 S 15 '26

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American foundrymen discuss need of better cost methods. Iron Tr R 79:989 O 14 '26; Foundry 54:812-13 O 15 '26

Are you making wild guesses or estimates? A. E. Grover. Foundry 54:304-7+ Ap 15 '26

British system of finding foundry costs. T. Smith. Foundry 54:151-3 F 15 '26

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Verteilung der betriebsunkosten in der giesserei. H: Tillmann. Stahl & Eisen 47:705-7 Ap 28 '27

What individual castings cost. T. Smith. Iron Age 118:762-3 S 16 '26; Abstract. Monthly Labor R 24:318-19 F '27

What is wrong with the foundries? H. D. Neach. Brass W 23:15-16 Ja '27; Same cond. Metal Ind 25:65-6 F '27

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Are you making wild guesses or estimates? A. E. Grover. Foundry 54:304-7+ Ap 15 '26

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High cost of short orders. Iron Age 118:213-14 Jl 22 '26; Same cond. Manuf Ind 12:188 S '26

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See also Brass foundries—Costs; Foundry accounting

FOUNDRY flasks

T. B. Wood's sons co. makes aluminum flasks. il Foundry 55:826 O 15 '27

Repair

Welds foundry flasks with bronze. il Foundry 55:105-7 F 1 '27; Same. Brass W 23:37-8 F '27

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Foundry flask standardization. Soc Auto Eng J 21:11-12 Jl '27

Standards for flasks needed. H. M. Ramp. diags Iron Age 118:1335-7 N 11 '26

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Technical control in the foundry. N. K. B. Patch. Metal Ind 24:4 Ja '26

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Electro-hydraulic ladle transporter for steel works. il diags Engineering 123:412-14, 422 pl 23 Ap 8 '27

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Worm-geared ladles first used in 1836. Foundry 54:551 Jl 15 '26

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Eine neue gusstrennmaschine. U. Lohse. il diags Zeit Ver Deutsch Ing 70:1700-2 D 18 '26

Timken steel plant uses electric furnaces; worm-driven charging machine and crane have roller bearings. il Iron Age 119:1667+ Je 9 '27

Worm drive for steel mill units; ladle crane and charging machine. il Iron Age 119:1603-4 Je 2 '27

See also Casting machines; Charging machines; Die casting machines; Molding machines; Riddles; Straightening machines

Exhibitions

Exhibition of the American foundrymen's association, Detroit, Sept. 27-Oct. 1. Foundry 54:714-28, 818-24+ S 15, O 15 '26; Iron Age 118:769-82 S 16 '26; Iron Tr R 79:701-8+, 848-9+ S 16, 30 '26; Am Mach 65:620a O 7 '26

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Analyzes four hundred tons of defective castings. J. M. Haley. Foundry 55:716-18 S 15 '27

Anwendung der zeitstudien in der stahlformerei. H. Resow. diags Stahl & Eisen 46: 706-14 My 27 '26

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Are you playing fair with your stockholders? S. W. Utley. Foundry 54:589-93+ Ag 1 '26; Same. Iron Tr R 79:709-11+ S 16 '26

Attaining quantity with quality improved. A. Lenz. il diags Foundry 54:496-500, 552-6 Jl 1-15 '26

Aufbau der stücklöhne auf grund von zeitstudien in der giesserei. H. Tillmann. Stahl & Eisen 46:1149-54 Ag 26 '26

Controlling production in a foundry. B. Finney. Iron Age 120:857-60 S 29 '27

Co-operation is essential in brass foundry. F. L. Wolf. Foundry 54:833-5 O 15 '26

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Get a profit; problems of industry can be solved only by better merchandising methods. S. W. Utley. Iron Age 119:1441-2 My 19 '27; Abstract. Foundry 55:426+ Je 1 '27

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67 to 1 material handling ratio. Manuf Ind 12: 277-80 O '26

Systematize cleaning operations. J. D. Towne. Foundry 54:280-2 Ap 1 '26

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FOUNDRY practice

Adopts core method for casting manifolds. W: Pink. diag Foundry 54:609 Ag 1 '26

Agitation improves iron. C. Irresberger. il diag Foundry 54:773-4 O 1 '26

American steel foundry industry. R. A. Bull. Foundry 54:987-90; 55:17-20, 52-4 D 15 '26-Ja 15 '27

Attaining quantity with quality improved. A. Lenz. il diags Foundry 54:496-500, 552-6 Jl 1-15 '26

Auto jobbing shop keeps floors busy. il Foundry 55:512-15 Jl 1 '27

Auto parts are cast from crucible steel. H. R. Simonds. il Foundry 54:674-5+ S 1 '26; Same. Iron Tr R 79:850-1+ S 30 '26

Casting chilled bronze gears. il diag Iron Age 117:616-18 Mr 4 '26

Castings warp down and up while cooling. diag Foundry 54:550-1 Jl 15 '26

Changed design reduces expenses. F. C. Edwards. diags Foundry 54:766 O 1 '26

Checked molding methods reduce steel casting losses. J. M. Sampson. diags Foundry 55: 265-8, 307-10 Ap 1-15 '27

Chilled iron resembles white iron. R. D. Billinger. il Iron Age 118:345-6 Ag 5 '26

Conference moves against foundry waste. Iron Tr R 78:613 Mr 4 '26; Foundry 54:239 Mr 15 '26

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Converter casts steel of high quality. C. M. Campbell. Iron Tr R 79:1234-5 N 11 '26

Cut corners to make single steel casting. H. V. Fell. il Foundry 55:769-72 O 1 '27

Cutting costs in non-ferrous plant; More-Jones brass & metal co., St. Louis. B. Finney. il plan Iron Age 118:1471-6 N 25 '26; Same. Brass W 22:385-7 D '26

Cutting down waste on castings. A. A. Wood. il Iron Age 117:487-8 F 18 '26

Defects hiding in steel castings. F. J. Stanley. il Iron Age 118:12-13+ Jl 1 '26

Easily made device aids pouring. il Foundry 54:142 F 15 '26

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Engineer visualizes foundries of the future. E. A. Custer, jr. Foundry 55:790-2+, 844-6 O 15-N 1 '27

Experiment on clay bond in molding sand heaps. R. F. Harrington, A. S. Wright and M. A. Hosmer. Foundry 55:24-9 Ja 1 '27

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First ingot mold foundry in West; South Chicago plant of the Valley mold & iron corporation, Sharpsville, Pa. R. A. Fiske. il Iron Age 117:1642-4 Je 10 '26
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Heavy work demands skill; Canadian plant is equipped to handle weighty work with efficiency. P. Dwyer. il diag Foundry 53: 946-50 D 1 '25
Hot blast cupola operates in car wheel shop. P. Dwyer. il diags Foundry 54:729-35+ S 15 '26
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Interpretation of the macrostructure of cast metals. R. Genders. il diags Engineering 122: 88-90 Jl 16 '26
Large castings used in building paper mill machines. il Foundry 54:456-60 Je 15 '26
Large molds made on roll-over machine. il Iron Age 120:340 Ag 11 '27
Layout change brings operating economies. F: Heitkamp. il Foundry 55:84-9 F 1 '27
Little foxes eat the grapes; what a trifling factor in many cases swings the balance between a salable casting and a lump of scrap metal. W. J. Clark. diags Foundry 55: 536-8 Jl 1 '27
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If we sold the water heating load what then? B. G. Campbell. Gas Age 58:59-60+ Jl 10 '26
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Lure 'em with aluminum. W. B. Stoddard. il Am Gas J 126:257-8 Mr 12 '27
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Message for every gas company. H. H. Clark. Gas Age 57:671+ My 8 '26
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An army fights to fill your gas tank. W: B. Craig. il Nation's Business 15:18-20+ O '27
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Bolene merchandising Blue high-test at competitive prices. Nat Pet N 19:53+ Ap 27 '27
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Indiana jobbers plan collective advertising; adopt emblem. W. K. Halbert. Nat Pet N 18:41 D 15 '26
Keeping your illustration-ideas fresh in advertising. Pet Age 18:46 Ag 1 '26
Light touch counts in oil advertising. Pet Age 19:28 Ja 15 '27
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Variety is spice of advertising stunts used by oil marketers. Nat Pet N 18:72 Jl 7 '26
We changed the name of our gasoline; Olympic Calpet refining company. Pet Age 19:36, 39 F 1 '27
When the oil company goes on the air. Pet Age 18:14-15 D 15 '26
You jobbers—how many of you could get 100 per cent co-operation from your dealers on a new deal? Bartles-Maguire did. Pet Age 20:22-3 S 15 '27

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Loaned equipment contracts held valid. L. Childs. Pet Age 17:36-7 Mr 15 '26
Many new features are written into 1926 gasoline contracts. W. K. Halbert. Nat Pet N 18:33-4 Ja 13 '26
Price protection to jobbers in local wars granted by some refiners. W. K. Halbert. Nat Pet N 19:78+ Je 1 '27
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Court halts big company price war on plea of Tennessee jobbers. R. B. Stafford. Nat Pet N 18:36-7 Ja 27 '26
Court rules South Dakota highway money illegally diverted. R. B. Stafford. Nat Pet N 17:25-8 N 11 '25
Court sets aside Tennessee law fixing gasoline prices. Nat Pet N 19:28 Ag 31 '27
Courts tend to permit government to enter more largely into business. W. C. Platt. Nat Pet N 18:46+ Ap 7 '26
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Wisconsin markets board expected to nullify quantity discounts. W. K. Halbert. Nat Pet N 18:45-6 F 17 '26

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New method of figuring days' supply of gasoline. H. K. Davis. Nat Pet N 19:55 Je 29 '27
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See also Gasoline, Natural gas—Statistics

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California gasoline is now unable to dominate eastern markets. W: E. Green. Nat Pet N 19:30 Ag 24 '27
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Pacific coast not likely to upset general oil markets this year. W. E. Green. Nat Pet N 19:53-4+ Je 8 '27

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Denver Powerine sets high mark in Colorado. A. H. Carthart. il Pet Age 17:32-3+ Mr 15 '26

Florida

Oil men share in Florida general prosperity. R. A. M. Anderson. Pet Age 17:26+ F 1 '26

Germany

German combine working to assure independent motor fuel supply. Nat Pet N 18:63-4 S 29 '26

Michigan

Bargain gasoline in Kalamazoo. W. K. Halbert. Nat Pet N 18:52-4 Mr 31 '26
Michigan jobbers may sell one brand called Dixie gasoline. W. K. Halbert. Nat Pet N 18:100+ My 5 '26
Michigan marketers plan uniform effort in strife for trade. R. B. Stafford. Nat Pet N 19:27-30 F 16 '27

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25 Michigan jobbers sell uniform gasolines under Dixie name. W. K. Halbert. Nat Pet N 19:31 Ja 26 '27

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New Jersey oil trade association seeks to end free underground installations. R. B. Stafford. Nat Pet N 19:28 My 25 '27

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Gasoline prices are lost in scramble for gallonage in New York. W. K. Halbert. Nat Pet N 18:54-6 N 10 '26

Ohio

Children of his first kerosene customers now buy gasoline at his stations; J. E. Smith oil co., Washington Court House, O. N. M. Mainpa. il Nat Pet N 18:44-6 S 29 '26

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Gasoline shipments from western plants above consumption in Mid-west. J. C. Chatfield. Nat Pet N 19:25+ My 4 '27
Mid-continent gasoline shipments show big gain over early part of 1926. J. C. Chatfield. Nat Pet N 19:62 Mr 2 '27
To keep gasoline stocks from piling up is Mid-continent's problem. J. C. Chatfield. Nat Pet N 19:68-9 S 14 '27

South Carolina

Charleston oil co. operated by the Thornhill brothers. R. B. Stafford. il Nat Pet N 18: 86-7+ Mr 24 '26

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Buying club formed by South Dakota lawyer results in price war. Nat Pet N 19:48 My 18 '27
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Farmers buy state oil stations in South Dakota. Nat Pet N 17:44 D 30 '25
Lessons we must learn from mistakes made in South Dakota. H. F. Brownell. Nat Pet N 17:66+ N 25 '25

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Southern states

Home enterprise is strong factor in southern oil marketing. R. B. Stafford. il Nat Pet N 18:77-9+ Ja 20 '26

Tennessee

Kerosene tops gasoline sales for some Tennessee oil jobbing companies. W. K. Halbert. il Nat Pet N 18:47-8 O 13 '26
Tennessee jobbers, opposed to rebates, support state's price fixing law. W. K. Halbert. Nat Pet N 19:41-2 My 11 '27
Tennessee restrained from enforcing gasoline price control law. Nat Pet N 19:41 Ap 13 '27

United States

Big distributors are extending their territories. map Pet Age 18:12-13+ N 1 '26
Gasoline consumption and stocks. Published in National petroleum news
Gasoline market. Published in weekly numbers of Commercial and financial chronicle
Gasoline situation. H. H. Hill. U S Bur Mines Information Circ 6003:1-8 Mr '26; Same abr. Nat Pet N 18:65-7+ Ap 7 '26
Low gasoline markets force curtailment of cracking in Mid-continent. J. C. Chatfield. Nat Pet N 19:37-8 Ap 13 '27
Moderate increase in Texas co. gallonage shown by tax figures in six states. J. C. Chatfield. Nat Pet N 18:73+ Ag 18 '26
Psychology partly to blame for present weakness of gasoline market. W. C. Platt. Nat Pet N 19:23-4 Mr 23 '27
Refiners can't tell yet what effect new Texaco gasoline will have. Nat Pet N 18:25-6 Je 2 '26
Senate resolution directing Federal trade commission to inquire into advance of gasoline. Comm & Fin Chr 122:3297-8 Je 12 '26
Total petroleum stocks reduce 5.3% in year; supply still dwindles. Nat Pet N 18: 22-5 S 8 '26
Western refiners cut gasoline output, price up quarter cent since May 1. J. C. Chatfield. Nat Pet N 19:29-30 Je 8 '27

Virginia

Suggests state enter gasoline business by building seaboard storage. V. B. Guthrie. Nat Pet N 18:65+ Ap 21 '26

Washington (state)

Pacific coast station owners organized to end discount system. J. H. Stine. Nat Pet N 19:23-4 My 18 '27

Wisconsin

Q.D.A. in Wisconsin is discussed at Madison hearing. Nat Pet N 19:51-2 S 7 '27
Wisconsin applies poor economics to oil; editorial. Nat Pet N 18:63-4 N 17; Reply. 18: 28+ D 29 '26
Wisconsin markets board expected to nullify quantity discounts. W. K. Halbert. Nat Pet N 18:45-6 F 17 '26
Wisconsin oil companies cash in on cold winters. il Pet Age 18:14-15 O 1 '26

GASOLINE pipe lines
Static electricity in gasoline line. E. McCormack. diag Power 66:705 N 8 '27

GASOLINE pumps
Bowser air-pressure-operated gasoline pump. il Bus Transportation 6:162 Mr '27
Four types of St Louis multiflo gasoline pumps offered. il Ry Age 83:180 sec 2 Jl 23 '27
Fry super-twin gasoline pump. il Aviation 23: 374 Ag 15 '27
Gasoline pump for motor buses. il Ry Age 82: 1026 sec 2 Mr 26 '27
Gasoline pumps supplant two-gallon tins in serving England's gasoline. il Nat Pet N 18: 85-6 N 3 '26
High class pumps station's first requisite. R. A. M. Anderson. Pet Age 17:34 F 15 '26
How to keep rotary pumps efficient. Nat Pet N 18:48-E-F N 3 '26
Installation, maintenance and care of gasoline pumps. W. W. Gillette. Nat Pet N 19:325-6 S 21 '27
Macleod petrol pump. il diags Engineering 122:551, 552-3 O 29 '26
New pump regulations please Ohio jobbers at fall meeting. V. B. Guthrie. Nat Pet N 19:58+ O 5 '27
Ohio gasoline pump muddle causes Fry to withdraw from state. R. B. Stafford. Nat Pet N 18:27 N 17 '26
Ohio jobbers attack sealers' unfair zeal in condemning good pumps. Nat Pet N 18:41-2 Je 23 '26
Ohio sealer extends time limit for remedying pumps. R. B. Stafford. Nat Pet N 19:70+ Ja 19 '27
Public may be honest—but we take no chances; serve-yourself stations. L. P. Starkey. Pet Age 19:22 Ja 1 '27
Pump makers oppose gasoline delivery time limit. R. B. Stafford. Nat Pet N 19:28 Je 15 '27
Pumping equipment for bulk stations. H. C. Osborne. diag Nat Pet N 19:316-19 S 21 '27
Quality is big word in new oil equipment era. A. E. Davenport. Pet Age 20:30-1 O 15 '27
Salesmen who aren't afraid to soil their hands. L. L. Roddy. Ptr Ink 135:109-10+ Ap 15 '26
Sealers recommend pumps that show flow of liquid. W. K. Halbert. Nat Pet N 19:48 Je 8 '27
Selling campaign to get retailers to add new departments; S. F. Bowser & company sold filling station equipment to grocery and general stores. Sales Management 11:822+ N 13 '26
Shell kerbside petrol pump. il diag Engineering 120:752-4 D 11 '25

GASOLINE pumps—*Continued*
Things to avoid in installing bulk station pumps. F. J. Curtis. Nat Pet N 19:38 S 21 '27
Unfair and confusing rules of state sealer add to cost of pumps in Ohio. R. B. Stafford. Nat Pet N 18:60-1 O 27 '26

Testing
Testing hand fuel-pumps. C. H. Franklin. il Am Mach 63:804 N 19 '25

GASOLINE research
Gasoline manufacturers to continue research campaign. Nat Pet N 19:40 My 11 '27
Manufacturers found two fellowships for natural gasoline research. Nat Pet N 18:25-6 Je 9 '26

GASOLINE service stations
Accessibility governs service station design so buying may be easy. R. B. Stafford. diags Nat Pet N 19:19-21 S 28 '27
All enclosed super service stations are merchandising in Chicago. W. K. Halbert. Nat Pet N 19:83-5 O 5 '27
Another 5 years—what will it do to the service station? il Pet Age 19:24-6 Ap 15 '27
Automobile service station. A. G. Guth. il diags plans Arch Forum 45:33-40 Jl '26
Biscayne boulevard, Miami, Florida, competition for filling station design. diags plan Am Arch 130:445-9 D 5 '26
Cashing in on brains in service station planning; Mitchell's service station, Long Beach, Calif. il Pet Age 20:21+ Ag 1 '27
Certified service stations in Texas co. plan for closer tieup with dealers. W. K. Halbert. il Nat Pet N 19:20-2 Je 15 '27
Chain filling stations to be future development of industry. F. W. Lovejoy. Nat Pet N 18:21-3 Je 9 '26
Dixie highway station of Abeel bros. noted for service to tourists. il Nat Pet N 18:81 Je 2 '26
Dixie service stations, inc., held prices and picked up trade while other concerns cut the market. W. K. Halbert. il Nat Pet N 18:45-6 My 12 '26
$11,000 built it—including building, grounds and all equipment. il plan Pet Age 18:20 D 15 '26
Even fences can draw or repel customers. F. H. Williams. il Pet Age 17:32+ F 1 '26
Filling and service stations; with specifications and data sheets, views and plans. Arch Forum 45:41-56 Jl '26
Filling station—its problems of the future. F. W. Lovejoy. il Pet Age 18:20+ Ag 1 '26
Filling station on wheels arrives; the Gas-o-car. il Pet Age 18:43 N 1 '26
First of all, we must give them convenience—it will dominate oil merchandising in coming decade. K. J. Fanshier. il plan Pet Age 20:18-20 Ag 15 '27
Flowers and shrubs pay daily dividends. J W. Brothers. il Pet Age 17:26+ Mr 15 '26
Formal opening? The Arches Newport Beach, Calif., didn't need one. il Pet Age 18:24+ S 1 '26
Gas station built to serve. il plan Bldg Age 48:115 Mr '26
Hathaway oil company's new station, New Bedford, Mass. il Pet Age 20:24+ Jl 1 '27
How one pump accommodation business became active super station; Stumpf's service garage, Lancaster, Pa. il Nat Pet N 19:45-7 My 11 '27
Jenney builds stations to fit New England settings. R. B. Stafford. il Nat Pet N 19:27-8 My 4 '27
Legal problems of the oil re-seller. L. Davis. Pet Age 19:24 Ja 15; 55-6 F 1 '27
Lessons in architecture from Wyoming. R. A. M. Anderson. Pet Age 16:48-9 N 15 '25
Merchandise display window features Pure oil co.'s new stations. W. K. Halbert. il plans Nat Pet N 19:22-3 Ag 17 '27
Milwaukee keen for old English type. R. A. M. Anderson. il Pet Age 16:26+ D 1 '25
Motorists tell in own words what they expect at filling stations. V. B. Guthrie. il Nat Pet N 18:91-2 N 17 '26
Not service stations, but gasoline sales stations. C. B. White. Nat Pet N 19:27-9 Ap 20 '27
$1000 starts you in filling station business—want ad entices. Nat Pet N 19:65 O 12 '27
Only one station—but it nets $40,000 a year; Redmond station, Schenectady. il Pet Age 20:14-15 Ag 1 '27
Peerless oil co. station where the Detroit-Buffalo highway divides to form two streets of Elyria, O. il Nat Pet N 18:48+ Jl 14 '26
Picnickers and bridge parties swell gallonage at oil company's camp at Le Roy, N. Y. R. B. Stafford. il Nat Pet N 18:73-4+ Ag 4 '26
Plenty of capital, plus ideas, hastens success. il Pet Age 19:32, 34+ F 1 '27
Proving the super-station can be beautiful; California petroleum company's station, San Francisco. il Pet Age 17:18+ Je 15 '26
Pure Oil has model station at Marietta, Ohio. il plan Pet Age 19:30 Mr 15 '27
Service station at Salamanca, N.Y., increases values of surrounding property. R. B. Stafford. diag Nat Pet N 18:60-1 D 8 '26
Sheet metal filling station de luxe, Schnectady, N.Y. il Sheet Metal Worker 16:891+ Ja 1 '26
Sheet metal filling stations! il diags Sheet Metal Worker 18:83-4 Mr 11 '27
So this is Washington! il Pet Age 20:22-3 Jl 1 '27
Solid concrete lots can build trade for stations. il Pet Age 18:27-8 Ag 1 '26
Some observations on service station of the future. R. A. M. Anderson. il Pet Age 17:30+ Ja 1 '26
Station design contest brings results. il Pet Age 18:16-17 N 15 '26
Station gardening, attendant's hobby, keeps the pumps busier. W. K. Halbert. il Nat Pet N 19:33-4 Ja 5 '27
Steel may solve temporary site problem. R. B. Stafford. il Nat Pet N 18:48-G-H N 3 '26
Super-service stations under one roof; Sweney gasoline & oil co. at Peoria, Ill. W. K. Halbert. il Nat Pet N 19:81-2+ Je 22 '27
Super stations and oil companies compete for gasoline business. V. B. Guthrie. Nat Pet N 18:64-6+ Mr 10; 75-9 Mr 17 '26
They're willing to puff up hill to reach this station; Associated oil company's new San Francisco station. il Pet Age 19:30+ Ap 1 '27
Thinks filling stations number 118,000. L. V. Nicholas. Nat Pet N 19:32 Mr 16 '27
This service station at Bloomington, Ill., seeks patronage from migratory motorists. W. K. Halbert. il Nat Pet N 17:30-1 D 9 '25
This station at Madison, Ind., looks three times its actual cost. R. A. M. Anderson. il plan Pet Age 18:16-17 S 1 '26
Tourists remember this station in town of 3,600; Schaefer oil station at Cresco, Ia. il Pet Age 19:34 Mr 1 '27
Unusual beauty in round service station. R. A. M. Anderson. il Pet Age 17:26+ Ap 15 '26
Unusual service station in Lake Geneva, Wis. R. A. M. Anderson. il Pet Age 17:26 Je 1 '26
Voliva makes brave entrance into oil business. R. A. M. Anderson. il Pet Age 18:42 Jl 1 '26
Wadhams into Orient for unique station style in Milwaukee. R. A. M. Anderson. il Pet Age 17:22+ My 1 '26
When station must please residence district. R. A. M. Anderson. il Pet Age 17:26+ Ja 15 '26
Wisconsin oil companies cash in on cold winters. il Pet Age 18:14-15 O 1 '26
With two stations like this in competition for the business—which one cashes in? il plans Pet Age 19:26-8 My 1 '27
Wrinkles unite utility for jobber and convenience for public; Gerkins oil co. service station, Dayton, O. R. B. Stafford. il Nat Pet N 19:67-8 Ja 26 '27

GASOLINE service stations—*Continued*

Accidents

Slipping, mashed fingers, burns, strains are major accidents at stations. Nat Pet N 19: 77+ O 26 '27

Accounting

One sheet shows day's business; Indian refining co., Lawrenceville, Ill. Nat Pet N 19:75 Mr 30 '27

We check our stations to the cent by perpetual inventory. W. A. Butler. il Pet Age 19: 20-1+ Mr 15 '27

What does it cost you to sell a gallon of gasoline? 7 cents or 2 cents. T. B. Eagan. il Pet Age 19:16-18 Ap 1 '27

What factors should enter into cost of marketing gasoline—from siding to final consumer. C. B. Fehr. Pet Age 19:26-7+ My 15 '27

Advertising

Ads with news flavor always hit mark. A. L. Ross. Pet Age 17:28-9 My 1 '26

Advertising that talks like home folks should be local jobber's aim. J. R. Weddell. il Nat Pet N 19:49-50+ O 19 '27

Change the essence of good advertising. A. L. Ross. Pet Age 17:48-9 F 15 '26

Christmas advertising is big problem. E. T. Needham. Pet Age 16:29-30 D 1 '25

Cities service ads build goodwill among customers and employes. J. C. Chatfield. il Nat Pet N 19:46 O 5 '27

Dolling up your ads with straight lines. W. Piper. Pet Age 17:30-1 Mr 1 '26

Helpful hints in service station advertising. A. A. Shields. Pet Age 17:24+ Ap 15 '26

How Mills oil company, Syracuse, N.Y., got thousands of new customers at its stations. il Pet Age 19:16-17+ Ap 15 '27

Informality lessens gap between station and buyer. Pet Age 18:41 O 1 '26

Life of business cards symbol of life of business. Pet Age 18:26 S 15 '26

Making a stunt get permanent oil customers; Paramount lubricants company, of Denver, Colorado. il Pet Age 19:42-3 Ap 15 '27

Manhattan oil creates smiling service. il Pet Age 18:26+ N 1 '26

Mr. Sheriff's warrants bring oil sales to dealers' stations. W. K. Halbert. Nat Pet N 19:21-2 O 19 '27

More sales, more easily, in 1927! F. F. Francis. Pet Age 19:22-4 Mr 1; 22-3 Mr 15; 26-7 Ap 1 '27

Novelties as trade getters, how distributors use them. N. M. Mainpa. Nat Pet N 18:106-7 Ja 27 '26

Pertinent points in station advertising. F. S. Wilson. Pet Age 17:36-7 F 1 '26

Tourist service that serves tourists and brings new trade; Evans motor company, Columbia, S.C. Pet Age 20:51-2 Jl 15 '27

Automobile accessories

Fifteen items meet gas station needs in automobile accessories. W. K. Halbert. Nat Pet N 19:85+ Je 1 '27

How about selling automobile supplies at filling stations? V. B. Guthrie. Nat Pet N 19:30+ Je 29 '27

How accessories increase their gasoline business. il Pet Age 19:20-1 My 15 '27

$10,000 yearly in profits from accessories; O'Day oil company's sales. Pet Age 19:14-16+ F 15 '27

They have only five service stations; but each of the five sells; H. C. Bohack company, inc., of Brooklyn. il Pet Age 20:24-5 Ag 1 '27

What do you mean—you have no room for accessories? Here's what can be done on 5 x 10 feet! Pet Age 20:24 S 15 '27

Bulk-direct stations

Ample space for service helps sales at Indianapolis bulk station. R. B. Stafford. il Nat Pet N 19:27-30 Ag 10 '27

Bulk stations started in Buffalo thrive there now. il Nat Pet N 19:125-6 O 26 '27

Cash and carry in selling gasoline is spreading in Ohio. V. B. Guthrie. il Nat Pet N 19:21-3 Jl 6 '27

Experienced oil man is for bulk storage station sales policy. Nat Pet N 19:72-3 Ag 3 '27

Low price brings volume sales needed to give bulk station profit. R. B. Stafford. il Nat Pet N 19:29-30 S 14 '27

Modern merchandising trend is met by low-price station. B: Kalkhoff. Nat Pet N 19: 31-2 Ag 31 '27

Old line jobbers make more money ignoring bulk stations' prices. W. K. Halbert. il Nat Pet N 19:96+ O 26 '27

What bulk-direct competition will mean to the jobber. C. P. MacArthur, jr. Pet Age 20:28+ Ag 1 '27

Cleaning

How to keep station clean by schedule and divide the work evenly. M. R. Tennerstedt. Nat Pet N 18:104+ Mr 17 '26

Drainage pits

Inexpensive crankcase drain tank designed by Marland man. J. C. Chatfield. diags Nat Pet N 18:121 Ap 14 '26

Employees

Advertising should follow service—not precede it; the Skelly oil company schooled its employees. D. Masson. Ptr Ink 138:101-2 Mr 10 '27

Continental cuts turnover of station salesmen. Pet Age 19:14-15 Ja 15 '27

Most companies pay station men salary and allowance on oils. Nat Pet N 18:49 Ag 18 '26

We show our men everything but the balance sheet. Pet Age 19:20-1 Je 1 '27

Equipment

Air compressor installation; lubrication and maintenance. G. W. Gille. Nat Pet N 18: 123-4 My 19 '26

Air compressor needs at modern station must be given careful thought. W. K. Halbert. Nat Pet N 18:48-J-K+ N 3 '26

Complete, efficient equipment pays for itself; Frier-Sturges station on Washington Blvd., St Louis. il Pet Age 18:16-17 D 15 '26

High class pumps station's first requisite. R. A. M. Anderson. Pet Age 17:34 F 15 '26

Installation, operation, maintenance of filling station air compressors. L. A. DeMarsh. Nat Pet N 19:320-1 S 21 '27

Making free air service show a profit. H. Haudenschild. diags Nat Pet N 19:322+ S 21 '27

No department store side-lines necessary here; the Post-Broderick service station of San Francisco. il Pet Age 18:23+ N 15 '26

Public may be honest—but we take no chances; serve-yourself stations. L. P. Starkey. Pet Age 19:22 Ja 1 '27

Super service era here to stay. R. A. M. Anderson. il Pet Age 16:28+ D 15 '25

Tidy equipment helps sales and increases confidence. Nat Pet N 18:48-N-O N 3 '26

When opportunity knocks; plumbing installations at gasoline filling stations. M. Marvels. il Dom Eng 117:19-20 D 4 '26

See also Gasoline handling; Gasoline pumps

Fire protection

Fire fighting equipment for small bulk and service stations. C: H. Haupt. Nat Pet N 18:55+ S 1 '26

Fire prevention in petroleum stations. F. C. Singleton. Nat Pet N 18:48I-K D 8 '26; Same. Am Pet Inst Bul 8:203-6 Ja 31 '27

Insurance

Hold up insurance protection limited at service stations. Nat Pet N 18:38 S 1 '26

Leasing

California companies leasing stations to individual operators. W: E. Green. il Nat Pet N 19:95-6 My 4 '27

GASOLINE service stations—Leasing—*Cont.*
Leases service branches of complete unit gasoline station. N. M. Mainpa. il Nat Pet N 18:77+ F 10 '26
Leasing out stations to managers on commission builds Penn-Marr sales. il Pet Age 19: 30-1 F 1 '27

Lighting

Electricity important in a modern service station. il J Elec 57:60 Jl 15 '26
Lighting the way to larger profits at service stations. K. J. Fanshier. il Pet Age 19:22-4 Ap 1 '27

Location

Corner lot not always best for station site. il Pet Age 18:23-4 Ag 15 '26
$53,000 to follow Standard into a location; Wil-Shore service station, Chicago. il Pet Age 20:22-3+ O 1 '27
Inside locations may offset corner advantages. Pet Age 18:37 S 1 '26
Location big factor in success of this station. R. A. M. Anderson. il Pet Age 18:14-15+ O 15 '26
Station location. J. V. Murray and others. il Pet Age 19:14-16 Ja 1 '27

Lubricating service

Assume motorists' lubrication responsibilities; Gay oil company of Little Rock. Pet Age 19: 18 Ja 15 '27
Chickens come home to roost if greasing is not rightly done. W. K. Halbert. Nat Pet N 19:50-1 O 26 '27
Contracts keep the grease racks busy. il Pet Age 20:20-1 S 15 '27
Data on motor cars for service station use. Pet Age 18:14-15 S 15; 37, 38 O 1; 28+ O 15 '26
Develop their lubrication service with an eye on the clock. V. B. Guthrie. Nat Pet N 18:28-30 Ap 7 '26
Don't make lubrication a side line, specialize on it. Pet Age 19:40+ Je 1 '27
Educating help, big factor in grease business. R. L. Daugherty. il Pet Age 17:36+ Ja 15 '26
Grease sales can be made bigger factor in oil jobber's business. Nat Pet N 18:55+ Jl 28 '26
Greasing on flat annual contract carries a diploma with it. W. K. Halbert. il Nat Pet N 19:84+ F 16 '27
Greasing palaces testing out super-station idea. il Pet Age 18:12-13+ Ag 15 '26
How do you sell crankcase lubrication? O. E. Eckert. Pet Age 20:26+ Ag 15 '27
How Indian works its motor-n-all plan. Pet Age 18:45+ O 1 '26
How to sell lubricating oil? il Pet Age 19: 22-4 My 1 '27
How to service a car in winter! Pet Age 20: 28-9+ O 15 '27
Metro figures one grease pit plus one man should make $150 a month net profit. il Pet Age 20:18-19+ S 1 '27
Oil men say crankcase service, though free, is profitable. R. B. Stafford. Nat Pet N 17: 93-4 N 11 '25
Physician drives 110 miles to get thorough motor car lubrication; Indian's motor-n-all lubrication service, Dayton, Ohio. R. B. Stafford. Nat Pet N 18:84+ D 15 '26
Squeaks and rattles must go; Plaza oil company at Indianapolis. il Pet Age 17:26+ Ja 1 '26
Super-station pioneering in the smaller towns. il Pet Age 18:16-17 O 1 '26
What one year of greasing station service has taught Sinclair. il Pet Age 19:26-8 F 1 '27

Maintenance and repair

Planning needed to maintain stations in best appearance. Nat Pet N 18:47-8 Mr 24 '26

Management

After 36 years in oil marketing we overhauled the organization; Staebler oil co. Pet Age 19:22-3 My 15 '27
All degrees of salesmanship practiced at service stations. W. K. Halbert. Nat Pet N 18: 55-6+ Jl 21 '26
April oil sales double gallonage at world's finest station; Redmond filling station, Schenectady, N.Y. W. K. Halbert. il Nat Pet N 18:69-70+ N 24 '26
Better merchandising may reduce service station mortality. W. K. Halbert. Nat Pet N 18:42-3 N 24 '26
Builds nine-hole golf course as feeder to gasoline stations; T. E. Rice, Wooster, O. Nat Pet N 19:124+ Mr 2 '27
Business records reduced to graphs by Wolverine service stations. W. K. Halbert. Nat Pet N 18:75+ Jl 28 '26
Carry your sales talk to truck customers; it pays. B. F. Ruby. Pet Age 16:46+ N 15 '25
Credit at filling stations is costly, Chicago marketers discover. W. K. Halbert. Nat Pet N 19:69-70 My 18 '27
Feature trained attendants—plenty of equipment. Pet Age 18:46 S 1 '26
Five keys to the motorist's heart, Gay's station men taught. J. C. Chatfield. Nat Pet N 19:117-18 Mr 2 '27
Five tips on handling woman customer, told by a woman operator. N. M. Mainpa. il Nat Pet N 19:26-8 O 12 '27
Flat monthly charge is winner for super station. il Pet Age 18:22+ O 15 '26
Free parking space won customers for Osborne. Pet Age 17:15-16 Je 15 '26
G.O.W.A.B.; prime factors in the success of the Beacon oil company of Everett, Mass. il Pet Age 20:16-17+ Jl 15 '27
Giving the public what it wants keeps Gafill Oil, South Bend, Ind., far out in front. il Pet Age 19:22-4 F 15 '27
Greatest triple play combination in the world; fueling to greasing to washing. il Pet Age 19:26-7+ Je 15 '27
He increased his station business 30 per cent the first month with sidelines. Pet Age 20: 55+ S 1 '27
He sells six times as much as he's entitled to; Lee H. Morgan, Galesburg, Ill. M. R. Tenerstedt. Pet Age 20:18-19+ Jl 15 '27
How much air do you carry? V. B. Guthrie. il Nat Pet N 18:69-70 Ap 28 '26
How the world's largest station built its business; 555 tire and service company, Little Rock. il Pet Age 20:22-3 Ag 15 '27
How to figure station's real value. F. H. Wilson. Pet Age 16:31+ D 15 '25
In slack time station men go out as salesmen soliciting business to keep sales up. V. B. Guthrie. Nat Pet N 19:78+ Je 29 '27
Jobber builds gallonage on quality in nest of price cutters; Irving oil & supply co., Chicago. W. K. Halbert. il Nat Pet N 18: 25-6 D 22 '26
Jobber pushes up motor oil gallonage close to theoretical limit. W. K. Halbert. il Nat Pet N 18:50-F-G Jl 21 '26
Lesson in profit from California. J. V. Murray. il Pet Age 17:22+ Ap 15 '26
Made location pay by building up community. il Pet Age 18:26 Jl 15 '26
Make advertising follow service—not precede it. Pet Age 19:38+ Ap 15 '27
Merchandising for filling stations; side lines. H. A. Haring. il Ptr Ink M 15:47-8+ Ag '27
More sales, more easily, in 1927! F. F. Francis. Pet Age 19:15-18 F 1; 17-19+ F 15; 22-4 Mr 1; 22-3 Mr 15; 26-7 Ap 1; 32+ Ap 15; 30+ My 1 '27
The new customer—make doubly certain you serve him well. F. V. Faulhaber. il Pet Age 19:20-1 Mr 1 '27
90 per cent of service stations in one chain pays profits. Nat Pet N 18:32 D 8 '26
Oil companies refrain from making service stations general stores. R. B. Stafford. Nat Pet N 18:46+ Je 30 '26
Oil sales boosted by station quotas and means for quick handling. R. B. Stafford. Nat Pet N 19:31-2 Je 8 '27
Setting "buy at home" to new music. W. Chaffee. Ptr Ink 139:33-4+ Je 16 '27
Side lines considered out of place at city service stations. R. B. Stafford. Nat Pet N 18:69-70 Ag 25 '26

GASOLINE service stations—Management —*Continued*
Stores where oil products are sold in place of "filling" stations; Standard oil co. of Indiana gasoline stations. V. B. Guthrie. il Nat Pet N 19:51-2 Je 29 '27
Thawing out cars, while free service, helps bring in business; Gafill oil co. W. K. Halbert. Nat Pet N 19:30+ S 7 '27
Their credit sales run far into six figures—but they collect it! Brodie bros., Los Angeles. Pet Age 19:16-17 Je 15 '27
They're the youngest oil men in the West: 13 and 15; Spitzer bros., Pueblo, Colo. il Pet Age 20:32+ Jl 15 '27
To run "country" stations use country trade methods. il Pet Age 19:34+ Je 15 '27
When competition cuts gasoline sales other goods may bring profits. W. K. Halbert. Nat Pet N 18:26-7 S 29 '26

Painting
Do flashy colors draw cash customers? il Pet Age 17:42-3 Ja 1 '26
Paint up and clean up, first keys to success. W. T. Deacon. Pet Age 17:30 Ap 15 '26

Repair and "parts" service
S. O. of California changes mind; turns to super stations. Pet Age 17:18+ Je 1 '26

Safety devices and measures
Danger lurks in the grease pit. E. M. Hearne. Pet Age 19:35 Ap 1 '27
Have first aid at all bulk and service stations. F. A. Schofield. Pet Age 18:32 D 1 '26

Signs
Attractive outdoor signs are salesmen that lead buyers to stations. R. B. Stafford. il Nat Pet N 18:58-9+ N 10 '26

Winter business
Great opportunities for profits await coming of cold weather. J. B. MacElwain. Pet Age 20:26-7+ O 15 '27
If winter comes—it always does come; why not be prepared? il Pet Age 18:14-15+ N 15 '26
Winter market; what is it? Pet Age 20:24-5+ O 15 '27
Winter service—a technical viewpoint. J. B. Rathbun. Pet Age 20:48-9+ O 15 '27

GASOLINE service stations, Municipal
Muny gasoline station at Lincoln, Neb. E. L. Barringer. Nat Pet N 19:81-2+ My 18 '27
Nebraska's municipal gasoline station before U.S. Supreme court. A. E. Heiss. Nat Pet N 19:27-8 O 5 '27

GASOLINE storage
Ohio bulk plant designed to curb fire and evaporation losses. R. B. Stafford. il Nat Pet N 19:43-4 Mr 2 '27
Refinery operations; conservation methods. J. B. Rathbun. Pet Age 18:59, 61 Jl 1; 59, 61 Jl 15; 53 Ag 1 '26
Storing natural gasoline in dull times would bring manufacturer profit. E. Kaye. Nat Pet N 19:21-2 Ap 27 '27
See also Oil bulk stations; Oil storage; Oil tanks

GASTEROPODS, Fossil
Macluritella, a new gasteropod genus from the lower ordovician of Colorado. E. Kirk. il Am J Sci 5th ser 14:288-92 O '27

GATEADO
Dyeing with gateado bark. C. D. Mell. il Textile Col 48:244-5 Ap '26

GATES, Chute. See Chute gates

GATES, Hydraulic
Automatic weir for the Balsamand Escape, Jodhpur. il diags Engineering 123:55 Ja 14 '27
Butterfly spillway gates at Exchequer plant. il Elec W 89:101 Ja 8 '27
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Terminology

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GRINDING (ores, etc.). See Crushing; Crushing machinery; Wood grinders

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Air-pump valve-grinding machine. E. A. Murray. diags Mach 33:689 My '27
Applying electrical equipment to production machinery. R. C. Deale. il Am Mach 66:925-8 Je 2 '27
Automatic link and link-block grinder. J. Monroe. il Am Mach 66:628 Ap 14 '27
Automatic saw grinder made by Machinery co. of America, Grand Rapids. il Iron Age 118:1766 D 23 '26
Badger automatic spring eye grinder. il Automotive Ind 57:132-3 Jl 23 '27
Badger cylinder-wheel grinding machine no. 221; special adaptation for grinding steam radiator sections. il Am Mach 63:1073 D 31 '25; Iron Age 116:1746 D 24 '25; Mach 32: 426 Ja '26
Badger grinding fixture for leaf spring eyes. il Am Mach 64:219 F 4 '26
Badger no. 224 double-spindle face grinder. il Am Mach 66:711-12 Ap 28 '27; Mach 33:702-3 My '27
Besly automatic, piston-ring grinding machine. il Am Mach 63:1068 D 31 '25; Iron Age 117:207 Ja 21 '26
Besly coil-spring grinding machine. il Am Mach 63:1076 D 31 '25; Iron Age 117:207-8 Ja 21 '26; Mach 32:427 Ja '26
Besly disk grinding machines. il Mach 34:230-1 N '27
Besly semi-automatic grinding machine. il Am Mach 63:872-3 N 26 '25
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Blanchard surface grinder. il Automotive Ind 57:14 Jl 2 '27
Blanchard vertical surface grinder. il diags Engineer 142:16-17 Jl 2 '26
Bridgeport type 94 heavy-duty face grinder. il Am Mach 67:518-19 S 29 '27
Brown & Sharpe no. 30 automatic worm grinding machine. il Am Mach 66:554-5 Mr 31 '27; Iron Age 119:940 Mr 31 '27
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Centerless grinding of non-metallic parts. il diag Am Mach 67:527-30 O 6 '27
Churchill locomotive-axle grinding machine. il diags Engineering 122:400-1 S 24 '26
Churchill plain grinder. il Automobile Eng 16: 388-9 O '26
Churchill roll-grinding machine with cambering attachment. diag Mech Eng 49:1137-8 O '27
Cincinnati brake-drum grinder. il Mach 34: 37 S '27; Am Mach 67:367 S 1 '27; Iron Age 120:557 S 1 '27
Cincinnati machine tool spindle grinding machine. il Mach 34:235-6 N '27
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Detroit centerless grinder, No. 5-C. il Am Mach 64:922-3 Je 10 '26
Diamond face-grinding machine improved. il Am Mach 64:295 F 18 '26
Disk-grinding on production work. W. F. Sandmann. il Mach 32:800-1 Je '26
Dobson's crank pin turning and grinding machine. il Engineer 143:110 Ja 28 '27
Double-wheel swing grinder. C. A. Shepps. il diag Am Mach 66:504-5 Mr 24 '27
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Face grinder adapted for surfacing rail frogs and crossings. il Iron Age 118:553 Ag 26 '26
Fitchburg valve grinding machine. il Am Mach 64:651-2 Ap 22 '26
Gallmeyer and Livingston combination drill, cutter and reamer grinder, motor-driven. il Am Mach 63:1065 D 31 '25
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Hydroil internal grinder for large work. il Iron Age 116:1533 D 3 '25; Mach 32:331 D '25; Automotive Ind 53:952 D 3 '25
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Convention, Chicago, Oct. 14-15. Spectator 115:47+ sec 2 D 24 '25

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Annual convention, 13th, Chicago, Feb. 21-23. Oil Paint & Drug Rep 111:22+ F 28 '27

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Annual convention, 1st, Detroit, May 27-29. Dom Eng 115:31-2+ Je 5 '26
Annual convention, 2d, Newark, N.J., May 26. Dom Eng 119:40-1+ Je 11 '27

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Annual convention, 16th, Detroit, Dec. 8-12. Power 62:991-2 D 22 '25; Refrig W 61:33 Ja '26
Annual convention, 17th, Kansas City, Nov. 2-5. Power 64:752-3 N 16 '26; Refrig W 61:11-13 N '26

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Annual convention, 8th, Cleveland, Jan. 28-29. Ry Age 80:397-400 F 6 '26; Ry R 78:274 F 6 '26
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Building trades quit Board of jurisdictional disputes. Eng N 99:564, 619 O 6, 20 '27
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Supply dealers organize on business-like basis. Brick & Clay Rec 70:456 Mr 15 '27

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Cinder block manufacturers establish headquarters in Philadelphia. Concrete 29:20 S '26

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Drill-jig designs embodying standard construction. F. W. Curtis. il diags Am Mach 65:989-92 D 16 '26
N. C. R. conducts meetings for dealers and clerks. H. Egbert. Ptr Ink 136:65-6+ Jl 1 '26
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Standardized practice simplifies die design. F. W. Curtis. diags Am Mach 66:57-60, 169-71, 299-301 Ja 13, 27, F 17 '27
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We believe in foremen training. W: Hartman. Am Mach 65:1-4 Jl 1 '26
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Capital increase. Nat City Bank p 1 Ja '27
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Annual meeting, 9th, Chicago, June 9-11. Coal Age 29:858-80 Je 17 '26; Min Cong J 12:529-30 Jl '26
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Proposed code of ethics. A. Crabbs. Concrete 30:22 Ap '27

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Common stock. Moody's Inv Serv 19:145 Ap 28 '27
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Conclusions of the committee reports. Comm & Fin 14:2477-8 D 23 '25
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Professor at the conference table. H. Wellman. Nation's Business 14:34-6 F '26

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Annual convention, 17th, Niagara Falls, N. Y., June 1-4. Power 63:910 Je 8 '26; Power Pl Eng 30:722 Je 15 '26; Heat & Ven 23:89-99 Jl '26
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Annual meeting, 14th, Oklahoma City, Jan. 18-20. Eng N 96:171-2 Ja 28 '26
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Committee reports. J Elec 56:506-42 Je 1 '26
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Annual convention, Santa Cruz, Cal., June 14-17. Elec West 59:5-18 Jl '27; Elec W 89: 1396 Je 25 '27
Committee reports. J Elec 56:362-488 My 15 '26
Committee reports. Elec West 58:298-418 My 15 '27
Engineering section meeting, San Francisco, Jan. 13. Elec West 58:113-15 F '27

Public speaking committee
Good year for public speaking; report. Pub Serv Management 41:23-4 Jl '26

Rocky Mountain division
Annual convention, 7th, Glenwood Springs, Colo., Sept. 13-16. J Elec 57:242-5 O 1 '26

Women's committees
Work of the women's committees of the N.E.L.A. N E L A Bul 13:473-500 Ag '26

NATIONAL electrical code
Committee hears opinions on Romex. Elec W 87:277-9 Ja 30 '26
Constitution for the code. S. E. Doane. Elec W 87:687-9 Mr 27 '26
Need of a uniform electrical ordinance. F: Nicholas. Pub Serv Management 40:116-17 Ap '26
New wiring rules adopted by electrical committee of the National fire protection association. J Elec 56:229 Mr 15 '26; Elec W 87:484-5 F 27 '26
Non-metallic sheath cable rules returned. Elec W 87:1373-4 Je 19 '26
Questions and answers on the code and safety orders. C. W. Mitchell. J Elec 56:61, 110 Ja 15-F 1 '26
Why there are two electrical codes. S. L. Nicholson. chart Elec W 87:635-6 Mr 20 '26
Why two codes? J Elec 56:300-1 Ap 15 '26

NATIONAL electrical manufacturers' association
Apparatus division meeting, 1st, Briarcliff Manor, N.Y., Oct. 25-28. Elec W 88:927 O 30 '26
Apparatus division meeting, 2d, Briarcliff Manor, N.Y. Elec W 90:904 O 29 '27
Convention, 1st, Hot Springs, Va., May 27-June 3. Elec W 89:1208-9 Je 4 '27
New association is the outcome of the merging of the Electric power club, the Associated manufacturers of electrical supplies and the Electrical manufacturers' council. Elec W 88:715-16 O 2 '26; Elec Ry J 68:598 O 2 '26; Power 64:535 O 5 '26
Place of N.E.M.A. in the industry. C. L. Collens. Elec W 89:685-6 Mr 26 '27
Why electrical manufacturers organized; an interview with Gerard Swope. Elec W 88: 1165-6 D 4 '26

NATIONAL electrical safety code
Safety rules for the installation and maintenance of electric utilization equipment. (Handbook ser. no. 7) 71p U S Bur Stand, Washington, D.C. '26
Safety rules for the installation and maintenance of electrical supply and communication lines. (Handbook ser. no. 10) 322p U S Bur Stand, Washington, D.C. '27
Safety rules for the installation and maintenance of electrical supply stations. (Handbook ser. no. 6) 56p U S Bur Stand, Washington, D.C. '26
Why there are two electrical codes. S. L. Nicholson. chart Elec W 87:635-6 Mr 20 '26
Why two codes? J Elec 56:300-1 Ap 15 '26

NATIONAL exposition of power and mechanical engineering, New York
National exposition, 4th, New York. il Power 62:852-7, 895-906 D 1-8 '25; Power Pl Eng 29:1162-77, 1226-37; 30:94-106 N 15-D 1 '25, Ja 1 '26; Eng & Min J 120:996 D 19 '25; Textile World 68:3373-4 D 5 '25; Heat & Ven 23:82-3 Ja '26; Concrete (cement mill sec) 28:14 Ja '26
National exposition, 5th, Dec. 6-11. Power 64: 825-36, 915-20 N 30, D 14 '26; Dom Eng 117: 82-3+ D 18 '26; Iron Tr R 79:1587-9 D 16 '26; Manuf Rec 90:75-7 D 9; 77-8 D 16 '26; Power Pl Eng 30:1218-38, 1286-1301; 31:80-5 N 15-D 1 '26, Ja 1 '27; Textile World 70:3487 D 11 '26; Am Soc Heat & V E J 33:64-8 Ja '27

NATIONAL fertilizer association
Annual convention, 2d, White Sulphur Springs. Oil Paint & Drug Rep 109:21+ Je 14 '26
Annual convention, 3d, White Sulphur Springs, June 6-9. Oil Paint & Drug Rep 111:21-2+ Je 13 '27
Annual southern meeting, Atlanta, Nov. 9-10. Oil Paint & Drug Rep 110:22+ N 15 '26
First meeting, Atlanta, Nov. 11. Oil Paint & Drug Rep 108:22+ N 16 '25

NATIONAL fire protection association
Annual meeting, 30th, Atlantic City, May 10-13. Eng N 96:825-6 My 20 '26; Nat Safety N 13:51 Je '26; Safety Eng 51:320-3 Je '26

NATIONAL fire protection association—*Cont.*
Annual meeting, 31st, Chicago, May 9-12. Safety Eng 53:237-42 Je '27

NATIONAL fire waste council
Meeting, Washington, March 26. Safety Eng 51:235-7 Ap '26
Meeting, Washington, Sept. 23. Safety Eng 54: 142 O '27

NATIONAL food products corporation
Government sues to halt formation of National food products corp.—defendants accused of reaching out for control of milk, ice cream and chain groceries. Comm & Fin Chr 122:957-9 F 20 '26
National food products corp. agrees to decree under anti-trust law. Comm & Fin Chr 122: 1256-7 Mr 6 '26

NATIONAL foreign trade convention
Annual convention, 13th, Charleston, S.C., April 28-30. Am Mach 64:734a-b My 6 '26; Automotive Ind 54:772-3 My 6 '26; Bradstreet's 54:293 My 1 '26; Comm & Fin Chr 122:2755-6 My 15 '26; Manuf Rec 89:55-8 Ap 29; 92-5 My 6 '26; Bankers M 112:819-20+ Je '26
Convention, 14th, Detroit. Am Mach 66:960b-c Je 2 '27; Comm & Fin 16:1096 Je 1 '27; Automotive Ind 56:905-7 Je 11 '27; Manuf Rec 91:85-7 Je 2 '27; Bankers M 114:849-54 Je '27
Declarations of convention. Comm & Fin Chr 124:3450-1 Je 11 '27

NATIONAL forests. See Forest reserves

NATIONAL founders' association
Annual convention, 29th, New York, Nov. 18-19. Iron Age 116:1443-4 N 26 '25; Manuf Rec 88:63-5 N 26 '25; Metal Ind 23:502 D '25
Annual convention, 30th, New York, Nov. 17-18. Iron Age 118:1477-84 N 25 '26; Iron Tr R 79:1395-6 N 25 '26; Metal Ind 24:504 D '26

NATIONAL fraternal congress of America
Annual meeting, 38th, Duluth. Spectator 115: 34+ sec 2 D 24 '25
Fraternals not to abolish lodge system. J: C. Snyder. Spectator 117:26 sec 2 D 9 '26

NATIONAL gypsum company
How National gypsum salesmen sold their company's stock. J: A. Murphy. Adv & Sell 9:21+ My 4 '27

NATIONAL hardware association of the United States
Annual convention, Atlantic City, Oct. 17-20. Iron Age 120:1170-1 O 27 '27; Iron Tr R 81: 1061 O 27 '27
Metal branch, 15th annual meeting, Cincinnati, May 13-14. Iron Age 117:1414-16 My 20 '26; Sheet Metal Worker 17:310+ My 21 '26
Metal branch, 16th annual meeting, Cleveland, May 5-6. Iron Age 119:1363-5 My 12 '27; Iron Tr R 80:1222-4 My 12 '27; Sheet Metal Worker 18:306-8+ My 20 '27
Metal branch meeting, Atlantic City, Oct. 27. Sheet Metal Worker 16:730+ N 6 '25
Metal branch meeting, Atlantic City, Oct. 21. Iron Age 118:1223 O 28 '26; Sheet Metal Worker 17:791+ N 5 '26

NATIONAL highway traffic association
Annual meeting, New York, April 30. Automotive Ind 54:780-2 My 6 '26
Annual meeting, New York, April 15. Good Roads 70:240 My '27

NATIONAL industrial advertisers association
Annual convention, 6th, Cleveland, June 13-15. Ptr Ink 139:131 Je 16; 57-8+ Je 23 '27
Proving the case of industrial advertising. Ptr Ink 139:181+ Ap 28 '27
What industrial advertisers discussed. Ptr Ink 136:158+ Jl 1 '26

NATIONAL industrial conference board
Annual meeting, New York, May 20. Iron Tr R 78:1408 My 27 '26
Annual meeting, 11th, New York, May 19. Iron Age 119:1523-4 My 26 '27
Changing environment of American industry and the National industrial conference board. M. W. Alexander. 56p National industrial conference board, inc., New York '27

NATIONAL industrial council
Organized industry. 32p National industrial council, 50 Church St., New York
Meeting, New York city, May 16-18. Nat Assn of Manuf Pocket Bul 27:7-13 My '27

NATIONAL industrial traffic league
Annual meeting, Chicago, Nov. 18-19. Ry Age 79:999-1000 N 28 '25
Annual meeting, New York, Nov. 17-18. Ry Age 81:987-8 N 20 '26; Ry R 79:772, 788 N 20-27 '26
Spring meeting, Detroit, Mich., April 21-22. Ry Age 80:1218-20 My 1 '26

NATIONAL knitted outerwear association
Annual convention, Milwaukee, June 10-12. Textile World 69:3941-3 Je 12 '26
Convention, Atlantic City, June 23-24. Textile World 72:51-2+ Jl 2 '27
Outerwear association effects financing plan at annual convention. Textile World 69: 4086+ Je 19 '26

NATIONAL lead company
I am my stockholders' keeper—E. J. Cornish. M. S. Rukeyser. il Forbes 19:14-16+ Ap 15 '27
National lead co. to double capital stock. Oil Paint & Drug Rep 111:30 Mr 21 '27

NATIONAL life insurance company, Montpelier, Vermont
Annual statements. Econ W n s 31:207 F 6 '26

NATIONAL lime association
Laboratories
Practical aspects of research. G. J. Fink. Ind & Eng Chem 18:752-5 Jl '26

NATIONAL lumber manufacturers' association
Annual convention, 25th, Chicago. Manuf Rec 91:93 My 19 '27

NATIONAL machine tool builders' association
Anniversary convention, West Point, N.Y., May 10-12. Iron Age 119:1449-50+. 1539-40 My 19-26 '27; Iron Tr R 80:1281-3 My 19 '27; Mach 33:743-4 Je '27
Annual convention, 25th, Lenox, Mass., Oct. 4-6. Am Mach 65:658a-b O 14 '26; Iron Tr R 79:1018-19 O 14 '26; Iron Age 118:1069-73 O 14 '26; Mach 33:179-80 N '26
Annual meeting, 26th, Lenox, Mass., Oct. 10-13. Am Mach 67:640a-b O 20 '27; Automotive Ind 57:610-12 O 22 '27; Iron Age 120:1087-91 O 20 '27; Iron Tr R 81:998-9 O 20 '27; Mach 34:187-90 N '27
Exposition, 1st, Cleveland, Sept. 19-23. Automotive Ind 57:492-9 O 1 '27; Am Mach 67: 375-414, s2-9, 526a-e S 8, 29 '27; Iron Tr R 81:645-51, 665-6, 722-5, 753-4 S 15-22 '27
Spring convention, 24th, Providence, May 6-7. Iron Tr R 78:1283-4 My 13 '26; Iron Age 117:1333-7 My 13 '26; Mach 32:781-2 Je '26
Twenty-fifth anniversary. A. H. Tuechter. pors Mach 33:737-40 Je '27
Twenty-fifth anniversary; portraits of the fifteen men who have served as presidents. Am Mach 66:826-7 My 19 '27

NATIONAL metal trades association
Annual convention, 28th, New York, April 15-16. Am Mach 64:658-a Ap 22 '26; Iron Age 117:1124-8 Ap 22 '26; Iron Tr R 78:1094-5 Ap 22 '26; Mach 32:701 My '26
Annual convention, 29th, Detroit, April 26. Iron Age 119:1301-4 My 5 '27; Iron Tr R 80:1198-9 My 5 '27

NATIONAL museum of engineering and industry
Report of a committee on procedure, New York, Jan. 20. Power 65:147 Ja 25 '27

NATIONAL non-partisan league
North Dakota returns to sanity. W: S. Neal. il Nation's Business 14:13-17 Mr '26

NATIONAL oil scouts association of America
Annual convention, 3d, San Antonio, Texas. Nat Pet N 18:27-8 My 26 '26

NATIONAL paint, oil and varnish association
Address. R. B. Robinette. Oil Paint & Drug Rep 109:38+ F 15 '26
Annual convention, 39th, Washington D.C., Oct. 13-18. Oil Paint & Drug Rep 110:22+ O 18; 5+ O 22 '26
Annual convention, 40th, Atlantic City, N.J., Oct. 26-28. Oil Paint & Drug Rep 112:21-2+ O 31; 5+ N 4 '27
Annual Southern zone convention, 2d, New Orleans. Oil Paint & Drug Rep 109:22+ Mr 8 '26
Annual Southern zone convention, Dallas. March 15-16. Oil Paint & Drug Rep 111:22+ Mr 21 '27
Annual Western zone convention, 5th, Del Monte, Cal. Oil Paint & Drug Rep 110:21-3+ Jl 12 '26
Annual Western zone convention, 6th, Portland, Ore., July 6-8. Oil Paint & Drug Rep 112:22+ Jl 11 '27
Members of N.P.O. & V.A. official family. pors Oil Paint & Drug Rep 111:22+ F 14 '27
1926-1929 class of N.P.O. & V.A. directors. pors Oil Paint & Drug Rep 111:22+ F 21 '27
Report of committee on clean-up and paint-up. Oil Paint & Drug Rep 110:29+ O 22 '26
Under the umbrella. G: V. Horgan. Nation's Business 15:84+ Jl '27

NATIONAL paper trade association of the United States
Annual convention, 23d, New York, Feb. 22-24. Paper Tr J 82:257+ F 25 '26
Annual convention, 24th, New York, Feb. 22. Paper Tr J 84:261-79 F 24 '27
Semi-annual meeting and fall conference, Chicago, Oct. 6-9. Paper Tr J 83:23-30 O 14 '26

NATIONAL parks and reserves
Naturalist's guide to the Americas. Ecological soc. of America. bibliogs 761p Williams & Wilkins co., Baltimore '26
Routes of scenic beauty trail to Rocky Mountain's parks. R. Brennan. il Dun's Int R 50: 30-5 N '27

See also Smoky Mountain national park (proposed)

Canada
Canadian national parks highways. J. M. Wardle. Eng & Contr (R & S) 64:1205-8 D 2 '25

NATIONAL paving brick manufacturers' association
Annual convention, 20th, Chicago, Jan. 14. Brick & Clay Rec 68:104-5 Ja 19 '26; Munic & Co Eng 70:247-8 Ap '26
Annual meeting, 21st, Washington, D.C., Dec. 15-16. Brick & Clay Rec 69:972-3 D 21 '26

NATIONAL petroleum association
Anniversary meeting, 25th, Atlantic City, Sept. 14-16. Nat Pet N 19:337-9 S 21 '27; Oil Paint & Drug Rep 112:21+ S 19 '27
Annual meeting, 24th, Atlantic City, Sept. 15-16. Oil Paint & Drug Rep 110:21+ S 20 '26
History of N.P.A. F. B. Dow. Oil Paint & Drug Rep 112:59-60 S 19 '27
Meeting, Cambridge Springs, Pa., April 15-16. Nat Pet N 18:41-2+ Ap 21 '26; Oil Paint & Drug Rep 109:22 Ap 26 '26
National petroleum association has helped oil industry pass turbulent 25-year period. pors Nat Pet N 19:26-8 S 14 '27
National petroleum association, 1902-1927. 98p National petroleum assn., Washington, D.C. '27
Semi-annual meeting, Cambridge Springs, Pa., April 28-29. Oil Paint & Drug Rep 111: 38C My 2 '27; Nat Pet N 19:21-2 My 4 '27

NATIONAL petroleum marketers' association
Annual springtime industrial conference, Chicago, April 6-8. Nat Pet N 18:48-51 Ap 14 '26
Association dues will be assessed on graduated scale. Nat Pet N 18:55-6 Ap 14 '26
Fall meeting, Atlantic City, Oct. 26-28. Oil Paint & Drug Rep 110:21 N 1 '26; Pet Age 18:14+ N 1 '26
Meeting, Louisville, Nov. 17-19. Pet Age 16: 15-17 D 1 '25
Merged with Independent oil men of America, May, 1927

NATIONAL pipe and supplies association
Annual convention, 17th, Louisville, June 1-3. Dom Eng 115:26-8+ Je 12 '26
Annual convention, 18th, Pittsburgh, Pa., May 10-11. Dom Eng 119:69-71+ My 21 '27

NATIONAL power and light company
Consistent progress. Mag of Wall St 40:1123 O 22 '27
National power & light revamps set-up. P. W. Garrett. map Elec W 86:1083 N 21 '25

NATIONAL public service corporation
Day & Zimmermann buy National public service. Elec Ry J 69:553 Mr 19 '27; Elec W 89:628 Mr 19 '27

NATIONAL publishers association
Annual meeting, 7th, Shawnee-on-Delaware, Pa., Sept. 21-22. Ptr Ink 136:56 S 30 '26

NATIONAL radiator corporation
Debentures sold. Comm & Fin Chr 125:924-5 Ag 13 '27
Details announced of boiler and radiator merger. Heat & Ven 24:114-15 S '27

NATIONAL radio conference
Excerpts from the proceedings of the fourth National radio conference. Radio Serv Bul 107:13-14 F '26

NATIONAL register of electrical installation contractors
Annual meeting of the Registration board, 3d, London, March 28. Electrician 98:356-7 Ap 1 '27
National register; abstracts with discussion. F. W. Purse. Electrician 97:24-6 Jl 2 '26; Elec R (Lond) 99:73-4 Jl 9 '26

NATIONAL research council
List of publications of the National research council and its fellows and partial list of papers having their origin in the activities of its committees to January 1, 1926. Nat Research Council Reprint & Circ Ser 73:1-70 '26 (75c)

Highway research board
Annual meeting, 5th, Washington, D.C., Dec. 3-4. Pub Works 56:453-8 D '25; Eng N 95: 960-1 D 10 '25; Munic & Co Eng 70:61-4 F '26
Annual meeting, 6th, Washington. Eng N 97: 959-61 D 9 '26; Roads & Sts 67:6-8 Ja '27
Proceedings of Highway research board; review. R. E. Royall. Pub Roads 7:125-7 Ag '26
Proceedings of the fifth annual meeting, Washington, D.C., Dec. 3-4, 1925. 2 pts. pt 2 (Report of investigation of the economic value of reinforcement in concrete roads. C. A. Hogentogler.) 135p il National research council, Division of engineering and industrial research, Washington, D.C. '26
Recent highway research developments. C: M. Upham. Munic & Co Eng 69:303-5 D '25; Same. Eng & Contr (R & S) 65:119-20 F 3 '26; Same. Can Eng 50:714-15 Je 29 '26; Excerpt. Good Roads 69:14 Ja '26

NATIONAL research council of Canada, Ottawa
Associate committee of chemists, National research council, Ottawa, 8th annual meeting. Can Chem & Met 10:3-5 Ja '26
Chemical research under the Research council. L. E. Westman. Can Chem & Met 11: 236-7 S '27
Report of the President and financial statement 1924-25. 81p National research council, Ottawa '26
Report for the year 1925-26. Can Eng 52:388 Mr 29 '27

NATIONAL research institute for chemical education (proposed)
Chemical research institute planned. Oil Paint & Drug Rep 111:91-2 Ja 27 '27

NATIONAL retail coal merchants' association
Annual convention, 9th, Washington, D.C., May 17-19. Coal Age 29:771 My 27 '26
Annual convention, 10th, Detroit, Mich., June 7-8. Coal Age 31:854-5 Je 9 '27

NATIONAL retail dry goods association
Department stores discuss matters of interest to advertisers. Ptr Ink 140:133+ S 29 '27

NATIONAL rivers and harbors congress
Annual convention, 22d, Washington, D.C., Dec. 8-9. Manuf Rec 90:71-3 D 16 '26

NATIONAL safety council
Acid test of progress in accident prevention. E. Stewart. Monthly Labor R 24:61-4 Ja '27
Annual congress, 14th, Cleveland, Sept. 28-Oct. 2. Monthly Labor R 21:1084-6 N '25
Annual congress, 15th, Detroit, Mich., Oct. 25-29. Coal Age 30:627-31 N 4 '26; Safety Eng 52:215-18 N '26; Nat Safety N 14:23-50 D '26
Annual congress, 16th, Chicago, Sept. 26-30. Elec Ry J 70:748-51 O 15 '27; Safety Eng 54:123-4 O '27; Ind Eng 85:506 N '27; Nat Safety N 16:21-5 N '27; Monthly Labor R 25:1237-9 D '27
Annual report of managing director. Nat Safety N 14:30-3 S '26
Annual report of managing director. Nat Safety N 16:49-50+ S '27
Annual report of the treasurer. Nat Safety N 16:52-3 S '27
Mining section sessions at 16th annual congress, Chicago, Sept. 27-29. Coal Age 32:205-7 O '27
President's annual address. W. G. King. Nat Safety N 16:9-10+ O '27
President's annual address. C: B. Scott. Nat Safety N 14:7-9 N '26
What the National safety council does for industry. W. H. Cameron. Am Pet Inst Bul 8:342-4 Ja 31 '27

Library
National safety council library publicity. il Lib J 51:23-4 Ja 1 '26

Rubber section
Working for greater safety in the rubber industry; the Rubber section of the National safety council. W. Brockway. Rubber Age 21:237-8 Je 10 '27

NATIONAL supply and machinery distributors' association
Annual convention, 21st, Atlantic City, April 26-28. Iron Age 117:1267-8 My 6 '26; Mach 32:779 Je '26
Annual convention, 22d, June 13-17. Iron Age 119:1830-1 Je 23 '27

NATIONAL trade extension bureau
Advertising and sales managers' 5th annual conference, Evansville, Ind., Nov. 10-12. Heat & Ven 22:85-8 D '25; Dom Eng 113: 25-8 N 21; 63-4 D 12 '25; Sanitary & Heat Eng 104:370-1 N 27 '25
Annual conference of sales and advertising managers, 6th, Chicago, Nov. 11-12. Dom Eng 117:26-7+ N 20 '26
Bureau's advertising plans. R. G. Creviston. Dom Eng 121:28-9+ O 22 '27
Headquarters to be moved from Evansville, Ind., to St Louis. Heat & Ven 24:111 F '27
Plan for enlarged sales program. Dom Eng 118:21-2+ Ja 29 '27
Review of some of the educational and sales-help services offered during 1926. Dom Eng 118:26+ Ja 8 '27

NATIONAL union of teachers
Professional solidarity among the teachers of England. D. F. Thompson. (Columbia univ. Studies in history, economics and public law) 338p [bibliog. p. 333-4] Columbia univ. press, New York '27

NATIONAL varnish manufacturers' association
Consolidation with the Paint manufacturers' association to form the American paint and varnish manufacturers' association. Oil Paint & Drug Rep 110:22+ O 18 '26
Varnish manufacturers' association votes to merge with paint grinders. Oil Paint & Drug Rep 110:68-9+ O 22 '26

NATIONAL warm air heating and ventilating association
Annual convention, 13th, St Louis, April 14-16. Heat & Ven 23:96-7 My '26; Sheet Metal Worker 17:205-7+ Ap 23 '26
Annual convention, Cleveland, April 13-14. Heat & Ven 24:104 My '27
Mid-year meeting, Urbana, Ill., Dec. 1-2. Heat & Ven 23:83 Ja '26; Sheet Metal Worker 16:834-6+ D 18 '25
Mid-year meeting, Urbana, Ill., Dec. 1-2. Sheet Metal Worker 17:925-6+ D 17 '26

NATIONAL wholesale druggists' association
Annual meeting, 52d, French Lick Springs, Indiana, Sept. 27-30. Oil Paint & Drug Rep 110:3+ O 7 '26
Meeting, 53d, Atlantic City, Sept. 26-29. Oil Paint & Drug Rep 112:21+ O 3; 3+ O 6 '27
Members of N.W.D.A. board of control. Oil Paint & Drug Rep 110:22+ D 27 '26
Wholesalers plan retail research bureau as aid to retail sales. Sales Management 11: 738+ O 30 '26

NATIONAL wholesale dry goods association
Annual convention, 22d, New York, Jan. 21. Textile World 69:445 Ja 23 '26
Annual convention, 23d, New York, Jan. 17-20. Comm & Fin 16:296-7 sec 2 F 2 '27

NATIONAL women's trade union league
Biennial convention, 10th, Kansas City, Mo., June 28-July 3. Monthly Labor R 23:798-9 O '26

NATIONAL wool growers association
Annual meeting, Butte, Mont., Jan. 22. Textile World 71:563 Ja 29 '27

NATIONALISM
Economic nationalism. H. Withers. Comm & Fin Chr 123:135-6 Jl 10 '26
Essays on nationalism. C. J. H. Hayes. 275p [bibliog. p. 277-9] Macmillan '26

NATRON cut-off. See Southern Pacific railroad

NATURAL bridges. See Bridges, Natural

NATURAL dyes. See Dyes and dyeing—Natural dyes

NATURAL gas. See Gas, Natural

NATURAL gas association of America
Convention, 21st, Tulsa, May 17-20. Gas Age 57:763-5+ My 29 '26; Nat Pet N 18:39-40 My 19; 20-2 My 26 '26; Am Gas J 124:532-3 Je 12 '26
N. G. A. comes of age and votes to unite with A. G. A. J. R. Jennings. Gas Age 59: 751-2 My 21 '27; Excerpt (Text of resolution). Am Gas J 126:522-3 My 21 '27
Amalgamated August, 1927, with A.G.A.

NATURAL gasoline manufacturers, Association of. See Association of natural gasoline manufacturers

NATURAL history
Natural history for tourists. T. D. A. Cockerell. il Sci Am 135:14-15 Jl '26

NATURAL history museums
See also Yale university—Peabody museum

NATURAL resources
Appeal for a more thorough utilization of our natural resources and elimination of waste. H: Arnstein. Prof Eng 12:8-13 F; 15-18 Ap '27
Example of phenomenal development due to full use of natural resources, Birmingham, Alabama. J: A. Piquet. il chart Ind Management 73:358-63 Je '27
Federal domination vs. state sovereignty. C: L. Gilmore. il Min Cong J 13:280-2 Ap '27
See also Coal; Conservation of resources; Forest conservation; Forests and forestry; Gas, Natural; Mines and mineral resources; Peat; Petroleum; Public lands; Reclamation of land; Water power; Water supply

NAUTICAL instruments
Stability indicator. il Marine Eng 31:262-3 My '26
See also Sounding

NAVAL architecture
Further research in the problem of H.M.S. Wolf. G. H. Hoffmann. Engineering 122: 191+, 251-2 Ag 13, 27 '26
Prevention of fire at sea from a design and construction viewpoint. C. E. Petersen and P: Mitchell. il diags Marine Eng 31:465-8 Ag '26

See also Airplane carriers; Automobile ferries; Barges; Bulkheads (naval architecture); Fire boats; Fishing boats; Freight ships; Load line; Marine engineering; Motor ships; Propellers; Sailing vessels; Scows; Ship propulsion; Ship resistance; Shipbuilding; Ships; Steamboats; Submarine boats; Tank ships; Towboats; Warships; Yachts

Designs and plans

American train-ferry steamer George H. Walker. il diags plan Engineer 142:576-7, 613-14 N 26-D 3 '26
Anchor liner Caledonia. il plan Engineering 121:162, 163-5, 263-4, 266, 429-32, pl 13-15, 23 F 5, 26, Ap 2 '26
Bids asked for coast guard cutter for Arctic service. diags plans Marine Eng 31:133-8 Mr '26
Blue Star liner Almeda. il plans Engineer 142: 710-14 D 31 '26
Clyde high-pressure turbine steamer King George V. il diags plans Engineering 122: 321-4, 328, pl 18-19 S 10 '26
Clyde liners Iroquois and Shawnee; passenger steamers for New York-Miami service. il plans Marine Eng 32:375-82+ Jl '27
Design of passenger vessels for the Great Lakes; Greater Detroit and Greater Buffalo. H. C. Sadler and F. E. Kirby. diags Marine Eng 31:32-6 Ja '26
Determination of sheer line. Marine Eng 31: 544-5 S '26
Diesel-electric cargo ship Steel Electrician. il plans Marine Eng 31:381-5 Jl '26
Diesel tow boat Duncan Bruce. il plans Marine Eng 32:556-60 O '27
Double-ended ferry steamer Imbuhy. il plans Engineering 123:166-7 F 11 '27
Excursion steamer City of Keansburg. diags plan Marine Eng 32:130-1 Mr '27
Fast motor cargo liners building in Europe; new Prince line ships and M. S. Trianon. il plans Marine Eng 31:259-62 My '26
Heavy duty Diesel electric hydraulic dredge. il plans Marine Eng 32:447-9 Ag '27
Hochseefährschiff Schwerin der deutschen reichsbahngesellschaft für die linie Warnemünde-Gjedser, erbaut von F. Schichau, Elbing. Höfinghoff and Stuhr. il plans Zeit Ver Deutsch Ing 71:1077-80, pl 1-2 Jl 30 '27; Abstract. Marine Eng 32:580-1 O '27
Improved ship design. G. Kempf. diags Marine Eng 32:629-32 N '27
Key system turbo-electric ferry boats Peralta and Yerba Buena. S. B. Smith. Marine Eng 32:189-97 Ap '27
Large motor liners built abroad; the Asturias, the Carnarvon Castle and the Saturnia. Marine Eng 31:147-53 Mr '26
Large steel car floats for New York harbor service. diags plans Marine Eng 31:512-15 S '26
Latest British and German standard motorships; Hamburg Amerika line's Rheinland and the Furness Withy & company's Pacific Reliance. il plans Marine Eng 32:637-9 N '27
Lightship Albatross for the Commissioners of Irish lights. il diags plans Engineering 123: 7-9, 16, 69-72, pl 1, 3 Ja 7, 21 '27
Lloyd Sabaudo liner Conte Biancamano. diag plan Engineer 140:517-18, 520, 542-5 N 13-20 '25
Matson liner Malolo goes into service. il diags plans Marine Eng 32:601-28 N '27
Merchants and Miners coastwise liners; steamships Chatham, Dorchester and Fairfax. il plans Marine Eng 32:315-22 Je '27
Modern ship design. P. A. Hillhouse. diag Engineering 121:154-5 Ja 29 '26
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Use and conservation of capital. W: F. Zimmermann. Dom Eng 121:39-40+ O 1 '27

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Freight cars

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The hurly burly manufacturing company. M. P. Wood. il Sales Management 12:58+ Ja 8 '27
Industrial gas sales department. D. A. Campbell. Am Gas J 125:707+ D 18 '26
Organizing the sales department. M. T. Copeland. Am Gas Assn Pro 1925:482-6; Same. Am Gas J 123:485+ O 24 '25
Other side of appliance sales and credits. L. B. Michaels. Gas Age 57:137-8+, 171+ Ja 23-30 '26
Our salesmen and suppliers help to lower our costs. O. Grothe. il Factory 39:626-7+ O '27
Outline for the study of a sales department. R. C. Hay. Ptr Ink 136:117-18+ Jl 15 '26
Sales force on group plan. A. Clabaugh. Pub Serv Management 42:103-4, 134+ Ap-My '27
Sales manager who works with the factory superintendent. W. F. Wyman. il Sales Management 11:188-90+ Ag 7 '26
Should the sales manager okay all collection letters? Sales Management 13:357 S 3 '27
Survey shows big majority of sales managers control advertising. F: A. Russell. Sales Management 11:186-7+ Ag 7 '26
Team-work by sales and manufacturing departments; Dodge manufacturing corporation. G: C. Miller. Ptr Ink 133:3-4+ D 10 '25
Who is best fitted to handle complaints? J. Calvin. Ptr Ink 137:152-3+ D 9 '26
Wholesaling gas or organizing a department to sell gas in wholesale quantities. L. C. Harvey and H. H. Clark. Am Gas Assn Pro 1925:657-66
Why I can do my office work in six days a month. P. R. Bishop. il Sales Management 12:1009-10+ My 28 '27

See also Sales management; Sales managers; Sales policies; Sales promotion departments

SALES estimates
Controlling rubber goods sales by the Gantt chart. C. S. Redfield. Rubber Age 21:26-8 Ap 10 '27
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Forseeing volume of coming orders from changes in gross profit margins. J. H. Barber. Management & Adm 11:253-6 Ap '26
Knowing next year's increase in advance. R. B. Prescott. Manuf Ind 14:53-6 Jl '27
Planning sales for a manufacturing company. D. B. Smith. Harvard Business R 5:186-96 Ja '27

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Aladdins of business. A. W. Rucker. Ptd Salesmanship 49:418-20 Jl '27
Amputate those useless phrases. A. Bradbury. Ptr Ink 133:103-4 D 3 '25
Analysis—the key to better letter results. J. H. Picken. System 51:470-2 Ap '27
Answers that don't answer the dealer's inquiries. G: G. Gatchell. Ptr Ink 133:155+ D 3 '25
Are there too many rules for letter writers? E. Wolff. Ptr Ink 139:69-70+ My 19 '27
Are your sales letters loaded with chestnuts? C: R. Weirs. il Sales Management 11:612-13+ O 16 '26
At last! a railroad learns about sales promotion; Gulf, Mobile & Northern. C: Layng. il Sales Management 13:555-6+ O 1 '27
Business looks to letter shops for more selling aid. Ptr Ink 137:128-9 O 28 '26
By-the-way strategy in letters. E. P. Hermann. Ptr Ink 139:180+ Ap 21 '27
Consider the salesman when you write his customers. W. Kean. Ptr Ink 135:73-4+ Ap 8 '26
Cordially yours; friendliness marks Cheasty's letters. R. McDaniel. Business 9:12-13+ O '27
Do you adopt the "you attitude" when writing sales letters? F. B. Mahon. Ptr Ink 138: 125-6+ F 10 '27
Do you bury your letters before they are dead? J. H. Picken. System 51:175 F '27
Do your salesmen know your sales correspondents? W. Kean. Ptr Ink 139:25-6+ Je 9 '27
Don't be a slave to letter-writing rules. H. McJohnston. Ptr Ink 135:33-4+ Je 24 '26
Don't write city slicker letters to small town dealers. E. Wolff. Ptr Ink 140:81-2+ Jl 14 '27
An enclosure makes this letter effective. Ptr Ink 138:171-2 Ja 20 '27
Farmese—the language to use in writing farmers. W. R. Heath. Ptr Ink 134:141-2+ Ja 14 '26
Find out why that dealer stopped buying. C: A. Emley. Ptr Ink 138:73-4 Mr 10 '27
First steps in organizing a real sales letter department. C: R. Wiers. Sales Management 11:813-14+ N 13 '26
Five letter styles. J. H. Picken. System 49: 506-8+ Ap '26
Five things I have learned about making letters pull. C. McPherson. Sales Management 10:731-2, 927-8, 1015-16+; 11:139-40+ My 15, Je 12-26, Jl 24 '26
Form letter sells barn equipment to farmers by mail. A. O. Hurja. Ptr Ink M 14:134+ Mr '27
Four letters from National cash register. E. P. Corbett. Ptr Ink 136:57-8+ Jl 15 '26
Getting money through the mail. R. Ruxton. Ptd Salesmanship 48:317-18, 413-14, 527-8; 49:33-4, 129-30, 227-8, 321-2 D '26-Je '27
How a large mail-order house used form letters. A. O. Hurja. Ptr Ink 137:113-14 D 30 '26
How a mail-order house brought back lost customers. A. O. Hurja. Ptr Ink 138:49-50 Mr 24 '27
How a mail-order house turns inquiries into sales. A. O. Hurja. Ptr Ink 137:113-14 D 2 '26
How can a sales correspondent make friends by mail? J. Calvin. Ptr Ink 136:125-6+ Jl 8 '26

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How Hart, Schaffner and Marx speed sales correspondence. R. F. Irvin. Sales Management 11:993-4+ D 11 '26
How much is a prospect list worth? D. Gridley. Ptr Ink 138:144+ Ja 6 '27
How shall I start that sales letter? H. McJohnston. Ptr Ink 136:41-2+ S 9 '26
How to check returns on sales letters. Ptr Ink 135:65-6 Ap 8 '26
Leg-work for letters. F. R. Otte. Business 9:14-15+ O '27
Letters for the purpose of selling goods. C. C. Hermann. Inland Ptr 79:592 Jl '27
Letters gone to seed. C: W. Henze. il Business 8:10-11+ S '27
Letters that get under the prospect's skin. T: L. Crawford. Ptr Ink 139:17-20 Je 30 '27
Letters that just talk. E. Day. System 50:62+ Jl '26
Letters that pass are a fright! M. B. Cutler. Ptd Salesmanship 48:145-6 O '26
Letters that say something. J: K. Hildebrand. Ptr Ink 134:33-6 Mr 11 '26
Letters that sell advertising and why. C. McPherson. Sales Management 11:511-12, 727-9, 899-900+, 1073-4; 12:129-30, 507+ O 2, 30, N 27, D 25 '26, Ja 22, Mr 19 '27
Mass production of sales letters. H. N. Casson. Ptd Salesmanship 47:131-2 Ap '26
Mythology, theology, history, funny stories in sales letters? F. M. Barber. Ptr Ink 138: 41-2+ Mr 24 '27
New twist on an old direct-mail idea; the Studebaker corporation facsimile letter campaign. Ptr Ink 140:76 Jl 14 '27
New York tailor sews it up. F. M. Barber. Ptr Ink 137:117-18 O 21 '26
No questions to start the letter. L. C. Lockley. Ptr Ink 137:141-2 N 18 '26
Nothing short of a long letter would do these things. C: A. Emley. Ptr Ink 137:104-5+ N 25 '26
Often-neglected points that make letters pay. System 49:359+ Mr '26
Our collection letters are our sales letters, too! G: J. Thiessen. System 51:60 Ja '27
Over-fed waste paper baskets and under-fed sales letters. E. J. Heimer. Sales Management 10:673-4 My 1 '26
Pitfalls of the personal touch in sales letters. G: L. Moore. Ptr Ink 138:49-50+ Ja 6 '27
Practical advertising for the retailer. V: Hyde. il Elec R (Lond) 100:sup30-1 Ap 29 '27
Principles of selling by mail. J. H. Picken. 374p Shaw '27
Reaching the big boss by mail; yacht-selling campaign. J: K. Hildebrand. Ptr Ink 135: 177-8+ My 6 '26
Red hot letters. il Ptd Salesmanship 50:109-11 O '27
Reducing waste in catalogue distribution. W. H. Parker. Ptd Salesmanship 48:529-30 F '27
Retailer reads 167 sales letters. C: E. Bradley. Ptr Ink M 15:71-2 O '27
Road trip to brush the cobwebs from company correspondents. A. H. Deute. Ptr Ink 137:164+ N 11 '26
Salesmen and dealers cooperate to make letter campaign success: how the Rumford chemical works got more than 15 per cent returns. B. F. Berfield. Ptr Ink M 11:74+ D '25
Selling the jobber industrial equipment by mail. C. M. Harrison. Ptr Ink M 13:78+ S '26
Should a letter begin with a question? C. P. Russell. Ptr Ink 134:132+ F 11 '26
Should all the letters in a series be tied together? M. Droke. Ptr Ink 138:25-6+ F 3 '27
Six-letter follow-up in a hand-to-mouth market. P. T. Tobey. System 49:74-5 Ja '26
Six rules for writing successful letters. System 49:60-1 Ja '26
Some general rules on letter writing. G. A. Binz. Ptr Ink 136:33-4 Ag 5 '26
Take the false notes out of letters. H. McJohnston. Ptr Ink M 14:34+ Je '27
Ten thousand letters a month mailed by Fidelity national bank and trust company, Kansas City. J: T. Bartlett. Burroughs Clearing House 12:63-4 N '27
That subcutaneous touch in letters. A. T. Moore. Ptd Salesmanship 49:421-4 Jl '27
This direct-mail campaign broke a world's record; 717 insurance applications in one month. M. S. Charlton. Ptr Ink 134:174+ Mr 18 '26
This letter pulled ninety-nine orders totaling $20,000. il Sales Management 9:749-52 N 28 '25
This Seattle store sells friendliness by mail. M. E. Bridston. Ptr Ink 139:8+ My 26 '27
Three good sales letters. N. Williams. Ptd Salesmanship 51:144+ O '27
Three master letters—and why. System 49: 659 My '26
To what extent can a letter be freakish? J: K. Hildebrand. Ptr Ink 135:99-100 Ap 1 '26
Twelve tests for sales letters used by an expert correspondent. E: H. Schulze. Gas Age 57:178 Ja 30 '26
Twelve ways to make letters pay. W: Galloway. il Sales Management 10:81-4 Ja 23 '26
Was there ever a sales story like this? Stout metal airplane company. W: B. Stout. Mag of Business 52:560-1+ N '27
We use the same letter on the same list again and again. E. J. Heimer. Ptr Ink 135: 10+ My 27 '26
We used form letters with a personal touch. F. C. Hartsock. System 50:188+ Ag '26
A wedding a la direct mail. A. T. Tate. Ptr Ink 134:25-6+ Mr 4 '26
What makes a letter pull? J: H. Picken. System 50:464 O '26
When letters to the husband sell the wife. H. McJohnston. Ptr Ink 137:25-6+ O 7 '26
When long letters lead to sales. P. Crosley, jr. Ptr Ink 133:44 D 31 '25
When the salesman turns letter writer. E. J. Heimer. Ptr Ink 136:49-50+ Ag 19 '26
When you try to get chummy with the prospect. D. M. Hubbard. Ptr Ink 137:85-7 D 23 '26
Why do they do it? H. J. McGrath. Ptr Ink 136:10+ S 2 '26
Why I cooled off on return cards inclosed with letters. C. McPherson. il Ptd Salesmanship 50:125-8 O '27
With a personal letter. W. Engard. Business 8:52-3+ Je '27
Writing of a sales letter. L: W. Larson. Inland Ptr 79:790 Ag '27
Written like a chat in the locker room. D. H. Mudge. System 48:686-7 D '25

See also Advertising, Mail; Complaints; Follow-up systems

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Are direct salesmen hard to get? C. S. Bigsby. Ptr Ink 138:149-50+ F 24 '27
Are your salesmen bootleggers? il Ptr Ink M 13:33-4+ D '26
Beating the bootlegging salesman. Ptr Ink M 14:41-2+ Mr '27
Business memoirs of Harvey S. Firestone. S: Crowther. System 49:237-41 F '26
But it is the sales manager who ought to be fired. D. Gridley. Ptr Ink 134:126+ F 25 '26
Campaigns that might be launched in industrial markets. R. B. Lockwood. Sales Management 13:739-42+ O 29 '27
Can a salesman sell more than one line? A. H. Deute. Ptr Ink 139:57-8+ Ap 28 '27
Certainly; industrial salesmen should settle complaints. H. T. Potter. Ptr Ink 139:152 My 26 '27
Check your sales force at these 101 points. M. L. Wilson. System 51:467+, 628 Ap-My '27; [cont. as] Mag of Business 52:38+ Jl '27
Consider the salesman when you write his customers. W. Kean. Ptr Ink 135:73-4+ Ap 8 '26
Cutting the turnover among cub salesmen. W. R. Heath. Ptr Ink 134:126+ Ja 7 '26
Developing and managing salesmen. R. Giles. 216p Ronald press '27

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Direct selling as an aid to profit. E: Glasser. Mag of Wall St 37:1096-7+ Ap 10 '26
Directing sales. H. C: Bonney. 121p Ronald press '27
Diversified line needs only one sales manager. Ptr Ink 140:41-2 Jl 28 '27
Do your salesmen know your sales correspondents? W. Kean. Ptr Ink 139:25-6+ Je 9 '27
Don't blow up men. G: W. McNally. Ptr Ink 134:122+ Ja 21 '26
Economics (?) of sales management. J. K. MacNeill. Ptr Ink M 15:98+ O '27
Every Certain-teed salesman is a sales manager. L. R. Walker. Ptr Ink M 12:47-8+ Ap '26
Fifty towns in fifty-one days; how John H. Patterson visited his sales agents. E. D. Gibbs. Ptr Ink 137:33-4+ D 9 '26
First aid to the downhearted salesman. J. H. Collins. Ptr Ink 137:117-18+ O 7 '26
Framing a sales proposition for profit and permanence. E. S. Sanger. Sales Management 12:725-6+ Ap 16 '27
From nothing to top of the list in two years of selling with a new product in a crowded field. D. G. Baird. il Sales Management 13:361-2+ S 3 '27
Getting salesmen to sell the entire line. F. L. Foreman. Ptr Ink 139:25-6 Je 2 '27
Give the salesman his due when passing out credit. W. B. Pearson. Sales Management 11:431-2+ S 18 '26
Give your salesmen definite tasks. L. V. Britt. Ptr Ink 133:49-50+ D 31 '25
Guarding against buyers who unsell your salesmen. C. C. Casey. Ptr Ink 134:85-6+ Mr 25 '26
Help salesmen by giving them more printed matter. F. H. Williams. Ptd Salesmanship 49:52-3 Mr '27
Helping salesmen to get the most from their territories. D. D. Lukens. Ptr Ink 138:41-2+ Ja 6 '27
Helping the salesman to sell where the profit lies. J. J. Witherspoon. Ptr Ink M 12:65-6+ F '26
Hitch resale work to the advertising program; Union bed & spring company. A. N. Steele. il Ptr Ink 137:119-22+ N 4 '26
Holding the ambitious young salesman in line. J. Calvin. Ptr Ink 135:141-4 Ap 8 '26
How can you use sentiment in handling salesmen? Delco selling plan. H. W. Prior. Ptr Ink M 14:43-4+ Ja '27
How do you encourage salesmen to organize their time? G. A. Binz. Ptr Ink M 12:25-6 Ap '26
How I find the mainspring that makes salesmen go. R. A. Buchoz. Sales Management 10:327-8+ Mr 6 '26
How much freedom should salesmen be given? W. R. Heath. Ptr Ink 133:118+ D 31 '25
How profits depend on putting sales pressure at the right place. W. Wyman. Sales Management 13:121-2+ Jl 23 '27
How the College Inn, Chicago, sells quality goods. F. B. Barton. Business 8:12-13+ Mr '27
How to credit salesmen for unshipped orders. Ptr Ink 133:76 D 17 '25
How to get new customers and hold old ones. J. H. Rand, jr. Forbes 18:19-22+ Mr 1 '26
How to sell new dealers and keep the old ones sold. A. H. Deute. Ptr Ink 133:3-4+ N 12 '25
How U.S. Gypsum gets salesmen to sell the whole line. D. M. Hubbard. Ptr Ink 134:49-50+ F 4 '26
How we get specialty salesmen to give us their best. Ptr Ink 136:141-4 Jl 8 '26
If I were a sales manager again—. A. Macauley. Sales Management 10:404-6 Mr 20 '26
Increasing profits through sales efficiency. Oil Paint & Drug Rep 112:53-4 O 6 '27
Is it possible for management to become too scientific? F. W. Smith. Ptr Ink 137:188+ O 28 '26
Is turnover of salesmen a blessing? C. C. Casey. Ptr Ink 134:3-4+ F 11 '26
It's easy to fire salesmen who hit the toboggan. R. A. Barnes. Sales Management 11:887-8+ N 27 '26
Job of reselling the salesman. A. H. Deute. Ptr Ink 134:57-8+ Mr 4 '26
Letting the salesman unburden his mind. A. H. Deute. Ptr Ink 140:77+ S 29 '27
Log book of a sales manager's experiences in a new job. Sales Management 12:883-4+ My 14 '27
Make your salesmen worry a bit. W: Hines. Ptr Ink 135:33-4+ Ap 8 '26
Making regular customers of one-time buyers; the Alemite lubricator company. D. G. Baird. il Sales Management 9:887-8 D 26 '25
Management problems in the small plant. H: P. Wherry. Manuf Ind 12:257-60 O '26
Memo to sales executives: "get out in the field." H: B. Northup. Ptr Ink 139:57-8+ Ap 7 '27
Millhoff of Miller rubber. H. R. Baker. Sales Management 11:1024-5 D 11 '26
The new scientific sales management. C: W. Hoyt. Sales Management 12:15-16+, 121+, 227-8+, 331-2+, 419-20+, 517-18+, 637-8+, 1026+, 1227-8+; 13:23+, 117-18+, 213-14, 287-8+, 394+, 671-2+ Ja 8-Ap 2, My 28, Je 25-S 3, O 15 '27
Nine executives answer the question: Are salesmen burdened with too much detail? R. Dickinson. Ptr Ink 137:3-4+ D 23 '26
Ninety-nine per cent of our men stick and succeed; Super maid cook-ware. T. Hanlon. il Sales Management 11:113-14+ Jl 24 '26
Now our salesmen stay at home and represent our customers; International tailoring company. R. H. Reiss. il System 50:722-4+ D '26
A one-man sales convention. A. H. Deute. Ptr Ink 138:97-8+ F 24 '27
Only two of our fifty salesmen have resigned in five years. J. K. MacNeill. Ptr Ink 140:33-4+ Ag 25 '27
Operation; planning; training—the salesmanager's big three. R. C. Hay. Ptr Ink M 13:30 O '26
Our business is not different so far as fundamentals are concerned; distribution of motion pictures. S. R. Kent. Sales Management 13:109+ Jl 23 '27
Our salesmen help one another. A. S. Butler. Ptr Ink 140:65-6+ Jl 7 '27
Outline of sales management. C: C. Knights. 186p Pitman '26
Persuading the salesman to stop high-spotting his calls; the Fyr-Fyter company. R. C. Hahn. Ptr Ink 136:25-6+ Ag 12 '26
Plan that helped distributor break world sales record; Power plant engineering co. A. E. MacInnis. Ptr Ink M 15:33-4+ Jl '27
Problems in junior salesmanship. Ptr Ink 137:28 N 25 '26
Problems of sales management. Dom Eng 119:30-3 Je 18 '27
Progress towards science in marketing. W. E. Freeland. Taylor Soc Bul 11:207-13 O '26
Rating scales or common sense to determine sales efficiency; protest against attempts to standardize salesmen. Ptr Ink 140:17-20 Jl 14 '27
Re-designing salesmen. M. P. Wood. Sales Management 10:37-8+ Ja 9 '26
Re-fire as well as fire! Calumet policy. K. K. Bell. Ptr Ink M 12:23-4+ Je '26
Report of American pharmaceutical manufacturers' association committee on sales problems. Oil Paint & Drug Rep 109:42-3 Je 21 '26
Sales management. C. L. Bolling. 307p Pitman '27
Sales management that bears down too hard. A. H. Deute. Ptr Ink 134:77-8+ F 18 '26
Sales manager's duty to his staff. A. H. Deute. Ptr Ink 135:121-2+ Je 10 '26
Sales managers' responsibility. R. W. Turnbull. Elec W 89:208-9 Ja 22 '27
Sales organization and operation. H. R. Tosdal. 117p [bibliog. p. 109-11] Shaw '27

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Salesman who hits the high spots. W. G. Caldwell. Sales Management 10:194+ F 6 '26
Salesman who wants more time to show what he can do. F. W. Davis and others. Sales Management 12:314-16+, 427+ F 19-Mr 5 '27
Salesman who works some towns to death and neglects others? C. P. Pulliam. Sales Management 11:283-4 Ag 21 '26
Salesman's advice on how to manage salesmen. Ptr Ink 136:132-3+ S 2 '26
Salesman's Saturday. A. E. Haase. Ptr Ink M 13:47-8+ N '26
Salesmen in marketing strategy. L. S. Lyon. 422p Macmillan '26
Saturday's salesmen. T: J. Grace. Ptr Ink 140:10+ Jl 21 '27
Saving steps in sales work; putting city directories to work. H: H. Burdick. il Sales Management 12:529-30+ Mr 19 '27
Seek out the hidden things that may push sales. A. H. Deute. Ptr Ink 136:133+ Ag 5 '26
Selling the salesmen on selling. W: R. Hartley. Sales Management 9:655-7 N 14 '25
Setting the stage for the industrial salesman. M. Muir. Sales Management 12:948a-b My 14 '27
Should industrial salesmen correct service tangles? E. J. Heimer. il Ptr Ink 139:33-4+ My 12 '27
Sold: $260,000 worth of oil burners in thirty days. A. E. MacInnis. il Sales Management 11:19-20+ Jl 10 '26
Some pertinent advice for sales managers. K. P. Aschbacher. Ptr Ink 134:138+ Mr 18 '26
Some things I have learned in working with salesmen. C. R. Acker. Sales Management 11:195-6+ Ag 7 '26
Spasmodic bursts in sales. G: L. Willman. Sales Management 11:513-14+ O 2 '26
Specific helps for the salesmen and dealers; National lamp works of General electric company. P. B. Zimmerman. Ptr Ink 137: 89-90+ N 11 '26
Square deal for customer and employe and fair profit is our aim; Indian refining co. B. H. Anglin. charts Nat Pet N 18:73+ My 19 '26
Stop-loss plan in advancing money to salesmen; Frigidaire Detroit branch. D. G. Baird. Sales Management 12:347-8+ F 19 '27
These plans turned summer alibis into orders. E. H. Shanks. Sales Management 10:999-1000+ Je 26 '26
These ten plans put new life in our sales organization. Sales Management 9:715-16+ N 28 '25
Two iron-clad rules that keep our sales on the up grade; Hooven automatic typewriter corporation. J. MacPherson. System 49:641-2+ My '26
Wanted—better sales management. B. J. Williams. Ptr Ink 137:109-10+ D 16 '26
We don't believe in making our men do the goosestep. W. E. Clow, jr. il Sales Management 12:709-10+ Ap 16 '27
We found new jobs for our salesmen. G. H. Cleveland. Adv & Sell 8:22+ Ja 26 '27
We keep our business in the stream; newspapers acquaint correspondents with their territories. E. V. Price. Mag of Business 52:563-4 N '27
We revived 1,800 accounts; A. G. Morse company, Chicago. E. F. Chambless. Sales Management 10:85-6+ Ja 23 '26
We sell—we don't sales manage; the Miller rubber company of New York. F. C. Millhoff. System 51:624-5+ My '27
What makes distribution so costly? W. R. Hill. Ptr Ink M 14:21-2+ Mr '27
What the domestic sales manager can learn from the export man. W. Wyman. Sales Management 13:218+ Ag 6 '27
When a dealer writes in to complain about your salesman. C: G. Muller. Ptr Ink 140:17-20 S 1 '27
When I was on the road. A. K. Trout. Ptr Ink M 12:47-8+ Je '26
When one of my men begins to falter. W: F. Gray. Sales Management 10:657-8+ My 1 '26
When salesmen think users are no longer prospects. E. J. Heimer. Ptr Ink 136:33-4+ S 16 '26
When the new salesman wants to quit. Ptr Ink 134:115-16+ F 18 '26
When the order isn't breaking. O. Williamson. Adv & Sell 8:32+ F 23 '27
When the salesman lays back his ears. J. J. Witherspoon. Ptr Ink M 12:31-2+ Ja '26
When the salesman overdraws his account. Ptr Ink M 13:43-4+ N '26
When the selling system acquires barnacles. A. H. Deute. Ptr Ink 137:160+ O 28 '26
Why Bowman's men stopped chair warming. F. J. Cummings. Sales Management 9:743-4 N 28 '25
Why I don't believe in "ballyhoo" selling methods. Sales Management 11:341+ S 4 '26
Why not have special "new account" salesmen? C. C. Casey. Ptr Ink 137:3-4+ O 28 '26
Why only one of our salesmen has quit in fifteen years. H. A. Struck. Sales Management 11:17-18+ Jl 10 '26
Why our salesmen fight for an order a day. M. E. Roberts. Sales Management 10:727-8+ My 15 '26
Why our salesmen turned in orders instead of excuses. R. B. Drum. Sales Management 10:1032+ Je 26 '26
Why we let the salesman run his own territory. L. Allen. Ptr Ink 138:80-1+ F 17 '27

See also Advertising; Automobile industry and trade—Salesmen; Automobiles, Salesmen's; Dealer helps; Display of merchandize; Export trade—Sales management; Follow-up systems; Gas companies—Salesmen; Ideas in business; Marketing; Production and sales, Coordination of; Sales contests; Sales conventions; Sales departments; Sales manuals; Sales policies; Sales promotion departments; Sales quotas; Sales records; Sales research; Sales territories; Salesmanship; Salesmen; Salesmen's bulletins; Salesmen's reports; Side lines

Introducing new salesmen

See Salesmen—Introduction

Mail orders

See Mail orders

Letters to salesmen

Decay of pep letters to salesmen. Ptr Ink 134:52 Mr 4 '26
Frank Trufax's letters to his salesmen. A. J. Newman. Adv & Sell 9:31+ O 5 '27
How to handle salesmen's complaints by mail. F. B. Mahon. Ptr Ink 138:92-3+ F 3 '27
How Wheeler, Osgood conducted an open house by mail. R. McDaniel. il Sales Management 13:559-60+ O 1 '27
How would you write a salesman—who apparently forgot that headwork is more important than footwork? B. J. Williams. Ptr Ink 134:41-2 Mr 25 '26
How would you write a salesman—who made changes in a local advertising campaign without consulting the advertising department? B. J. Williams. Ptr Ink 134:73-4 Mr 18 '26
How would you write a salesman—who persistently neglected details? B. J. Williams. Ptr Ink 134:122+ Mr 4 '26
How would you write a salesman—who thought too much of service and of humoring the trade? B. J. Williams. Ptr Ink 134: 49-50 Mr 11 '26
How would you write a salesman—who was inclined to high-hat certain customers? B. J. Williams. Ptr Ink 134:10+ F 25 '26
How would you write a salesman—who was too busy with desk work to call on the trade? B. J. Williams. Ptr Ink 135:158+ Ap 1 '26

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Letters that build up a salesman's stamina. D. M. Hubbard. Ptr Ink 133:25-6+ N 12 '25
Letters the jobber's salesmen will read. J: M. Schlachter. Ptr Ink 138:75-6 Mr 10 '27
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Department stores are experimenting with sales units. J. True. Ptr Ink 137:155+ D 2 '26
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See also Package goods

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Appeal to the play instinct. H. Blauvelt. il Ptr Ink M 13:38+ Ag '26
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Do any of your salesmen make these mistakes? H. W. Foster. Ptr Ink 140:33-4+ S 22 '27
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See also Advertising; Advertising, Soliciting of; Advertising and salesmen; Auctions; Business; Buying habits; Canvassing; Consignment selling; Family of products; Guaranty of goods; Home demonstration work; Instalment plan; Mail order business; Marketing; Merchandizing; Money raising campaigns; Order blanks; Package goods; Premiums (merchandizing); Printing trade—Salesmen; Products, Obsolescent; Sales contests; Sales conventions; Sales letters; Sales management; Sales managers; Salesmen; Salesmen, Retail; Saleswomen; Samples (merchandizing)

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Accompanying the exhibit. C. E. Litteljohn. Inland Ptr 78:81 O '26
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Government demonstration ideas which salesmen could adopt. J. True. il Ptr Ink M 12: 57-8+ Ja '26
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Rough demonstrations. R. Crothers. il Ptr Ink M 13:36-7+ S '26
Sell through the eye. H. Blauvelt. Ptr Ink 135:150 My 20 '26
Three plans that show our dealers how to sell. C. E. Sommer. Sales Management 10: 23-4+ Ja 9 '26
Treat 'em rough in your demonstrations. A. L. Townsend. Ptr Ink 135:57-8+ Ap 15 '26
Warming up cold prospects with a new demonstration plan; woodworking machinery. H. L. Ramsay. il Sales Management 10:843-4 My 29 '26
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We used a steam roller to make our dealers' salesmen believe us; Sealy mattress co. A. E. Wilder. il Ptr Ink 139:33-4+ Ap 21 '27
When does the stunt earn its place in marketing plans? F. L. Scott. il Adv & Sell 9: 23-4+ My 4 '27

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Aerial photographs as sales tools. M. P. Wood. il Sales Management 12:1200-2 Je 25 '27
Applying specialty selling methods to the long line; Marietta chair company. J. H. Warburton. Ptr Ink 141:49-50+ O 27 '27
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See Sample cases

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Two iron-clad rules that keep our sales on the up grade; Hooven automatic typewriter corporation. J. MacPherson. System 49:641-2+ My '26
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Why every salesman should have and use a standard sales manual. G: W. Hoyt. Sales Management 13:213-14 Ag 6 '27

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Keytown plan of selling by telephone. V. E. Cooley. Sales Management 13:140+ Jl 23 '27
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Youth movement in retail selling. S. E. Kiser. Ptr Ink 137:155-6+ D 16 '26

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Have you a little sales crook in your organization? A. J. Morrison. Sales Management 13:379-81 S 3 '27
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Northrup, King analyze waste of salesmen's time. Sales Management 9:885 D 26 '25
Perhaps that misfit salesman would star in another line. A. H. Deute. Ptr Ink 136:49-50+ S 23 '26
Personality advertising. K. Taylor. Gas Age 60:165-6+ Jl 30 '27
Personality of a salesman. J. M. Fitzgerald. Brick & Clay Rec 69:357-8 Ag 31 '26
Plating supply salesman. P: W. Blair. Metal Ind 23:458 N '25
Report of N.W.D.A. committee on salesmen and selling methods. Oil Paint & Drug Rep 110:36 O 7 '26; 112:41+ O 6 '27
Salesman's part in training retail clerks. R. Leigh. Ptr Ink 140:154+ S 1 '27
Salesmen as research men. Ptr Ink 141:105 O 27 '27
Salesmen who hold out unpleasant facts. W. R. Heath. Ptr Ink 134:162+ F 18 '26
Should a feed salesman be able to milk a cow? W. R. Gibbs. Ptr Ink 138:69-70+ Ja 27 '27
Travelling representative. A. J. Smith. Elec R (Lond) 101:219-20 Ag 5 '27
Wanted: salesmen who can generate their own enthusiasm. O. Cabana, jr. Ptr Ink 139:17-18 My 12 '27
When one of my men gets a notion he wants to quit. F. Wardell. Sales Management 12: 205-6+ F 5 '27
When the engineer welcomes the salesman. F. V. Faulhaber. Power 65:454 Mr 22 '27
When the star salesman quits. Sales Management 9:795-6+ D 12 '25
Where the junior salesman fits in. A. H. Deute. Ptr Ink 135:132-3+ Ap 22 '26
Who owns the customer—the salesman or the house? W. R. Heath. Ptr Ink 136:49-50+ Jl 29 '26
Why a sales training makes a good manufacturer. C. H. Hobbs. il System 51:32+ Ja '27
Why do salesmen go over my advertising manager's head? Ptr Ink 134:81+ F 11 '26
Why industrial advertising attracts good salesmen. Ptr Ink 138:107-8 F 3 '27

See also Advertising, Soliciting of; Advertising and salesmen; Automobile industry and trade—Salesmen; Electric utilities—Salesmen; Gas companies—Salesmen; Insurance, Casualty—Agents; Insurance, Life—Agents; Insurance agents; Plumbing trade—Salesmen; Printing trade—Salesmen; Sales contests; Sales conventions; Sales quotas; Sales territories; Salesmanship

Advance cards and letters

Advance cards should not be too specific. Ptr Ink M 13:63+ D '26

SALESMEN—Advance cards and letters—*Cont.*
Have you ever asked your salesmen about your advance cards? Ptr Ink 135:77-8+ Je 17 '26
How a personally penned note may announce salesman's coming. A. H. Deute. Ptr Ink 136:140-1 Jl 29 '26

Bonuses

Bonus plan based on the salesman's general results. F. L. Foreman. Ptr Ink 138:33-4 F 10 '27
Bonus plan brings consistent sales effort. Sales Management 10:204+ F 6 '26
Governing principle in bonuses to salesmen. Ptr Ink 134:172+ F 18 '26
Is this plan better than the cut-and-dried sales contest. D. G. Baird. il Sales Management 12:146+ Ja 22 '27
Temptation of a big bonus. Sales Management 10:249+ F 20 '26

Clothing

Don't let your necktie strangle you; advice to salesmen about wearing plain ties. H. D. Howell. Ptr Ink 134:152 Ja 7 '26

Expenses

Check up salesmen's expenses with Uncle Sam's allowances. Ptr Ink 136:193-4+ S 23 '26
How shall we control the expenses of the salesman in the field? A. J. Morrison. Sales Management 13:46+ Jl 9 '27
Letters from a salesman to his wife. Ptr Ink 137:50+ O 21 '26
Perhaps your salesmen's expenses are too low. C. C. Casey. Ptr Ink 135:25-6+ My 13 '26
Salesman asks for a flat expense allowance. Ptr Ink 134:25-6+ Ja 28 '26
Ways of teaching salesmen business economy. A. H. Deute. Ptr Ink 138:85-8 Ja 13 '27
What it costs to operate the salesman's car. O. De Camp. Ptr Ink 140:77-8+ S 15 '27
What's a fair expense account? Sales Management 10:164-5+ F 6 '26

See also Automobiles, Salesmen's

Gifts to buyers

Buying business via booze. Sales Management 9:811-12+ D 12 '25
When the salesmen try to play Santa Claus. Sales Management 10:45-6 Ja 9 '26

Introduction

Introducing the new salesman. Ptr Ink 138: 121-2 Mr 24 '27
Should new salesmen be personally introduced? Ptr Ink 139:133-4 My 19 '27
When you introduce new salesmen to the trade. J. A. Worsham. Ptr Ink 134:157+ F 11 '26

Law

Salesman who quits and takes a list of customers with him; legal consequences. L. T. Parker. Sales Management 12:526+ Mr 19 '27
When legal battles loom as a result of discharging salesmen. L. T. Parker. Sales Management 12:151-2+, 252+ Ja 22-F 5 '27
When the house is legally liable for salesmen's acts and claims. L. T. Parker. Sales Management 12:50+ Ja 8 '27

Rating

Rating the city instead of the salesman. S. M. Babson. Ptr Ink M 15:49-50 Jl '27
Sales record sheet that gets results. B. L. Swain. Ptr Ink 139:192+ Ap 7 '27
Should salesmen's volume of business be published? Ptr Ink 139:121-2 Je 23 '27

Routing

Does it pay to use train dispatcher tactics in routing salesmen? Sales Management 10: 246-8+ F 20 '26

Salaries and commissions

Are you paying your star salesmen for reducing your profit? A. W. Rucker. Sales Management 13:581-2 O 1 '27
Bigger earnings for salesmen. Sales Management 10:161-2+ F 6 '26
Commissions on mail orders. J. Taylor and others. Sales Management 12:508-10+ Mr 19 '27
Cutting off drawing accounts paved the way for lawsuits. L. T. Parker. Sales Management 12:441-2 Mr 5 '27
De Long salesmen get credit for mail orders. C: A. Emley. Ptr Ink 139:25-6+ My 19 '27
Does your contract with salesmen invite lawsuits? L. T. Parker. Sales Management 12: 355-6+ F 19 '27
Drawing account evil. Sales Management 12: 534+ Mr 19 '27
Drawing account or no drawing account? L. B. Williamson. Ptr Ink 137:178+ D 9 '26
Fitting the sales compensation method to the salesman. Ptr Ink 138:146+ Ja 27 '27
Grocery jobbers make survey on salesmen's compensation. Sales Management 10:452 Mr 20 '26
How do you pay your oil salesmen? Pet Age 20:26-7 S 1 '27
How Hart Schaffner & Marx salesmen are paid. Ptr Ink 135:136 Ap 8 '26
How should advertising agency salesmen be paid? Ptr Ink 138:116 Mr 3 '27
How to compensate advertising agency salesmen. Ptr Ink 137:97-8 D 23 '26
How to compensate the export salesman. Ptr Ink 137:166-8 O 7 '26
How to take the miss out of commissions. J. E. Bullard. Gas Age 60:422+ S 17 '27
How twenty-six jobbers pay their salesmen. Sales Management 10:667-8 My 1 '26
Is this the solution to the problem of the superannuated salesman? Phoenix Mutual plan. Sales Management 12:338+ F 19 '27
Making re-sale part of the compensation plan; Weatherbest stained shingle co., inc. E. C. Brockett. Ptr Ink M 14:37+ Ja '27
Making salesmen loyal by paying for their efforts. J. E. Bullard. Gas Age 59:247-8 F 12 '27
New kink in compensation plans for salesmen. Sales Management 10;1019-20 Je 26 '26
Now we have no more ten o'clock salesmen; Dallas paper company profit-sharing plan. S. S. Mallinson. Sales Management 9:727-8 N 28 '25
Oil salesmen must answer for collections; Refiners oil company has weighted system in paying sales force. W. E. Talbot. Pet Age 18:22-4 S 15 '26
Our men sold more when we cut their territories. R. McDaniel. Sales Management 10:483+ Ap 3 '26
Pay sales force percentage of prices secured. W. C. Platt. Nat Pet N 18:78-9 D 1 '26
Paying commissions on sales. Elec W 90: 745 O 8 '27
Paying the specialty salesman for results. H. K. Maxwell. Ptr Ink M 15:78+ Jl '27
Point system of sales compensation. Ptr Ink 135:238 Ap 8 '26
Power salesmen—salaries or commissions? Elec W 88:710 O 2 '26
Profit sharing plan almost eliminates credit losses; the Walter Tips company. R. McDaniel. Sales Management 10:197-8 F 6 '26
Profit-sharing plan greases skids for price-cutting salesmen. A. D. Riley. Sales Management 10:331-2 Mr 6 '26
Profit-sharing plans for salesmen gaining favor. E. Whitmore. Sales Management 11: 125-6+ Jl 24 '26
Profits not orders determine the size of our salesmen's pay checks. W: E. Snodgrass. Sales Management 12:21-2+ Ja 8 '27
Putting enthusiasm and incentive in the salesman's pay envelope. R. Schrenkeisen. Automotive Ind 54:491-3 Mr 18 '26
Reducing selling costs. A. J. Smith. Elec R (Lond) 100:674 Ap 29 '27
Right compensation for direct-selling organizations. C. S. Bigsby. Ptr Ink 139:164+ Ap 28 '27
Salaries salesmen and sales executives are getting and what determines them. J: A. Murphy. Ptr Ink 135:73-6+ Ap 1 '26

SALESMEN—Salaries & commissions—*Cont.*
Sales force as a business unit; Crouse-Hinds extra compensation plan. A. F. Hills. Ptr Ink M 13:21-2+ N '26
Salesmen should get credit for mail orders. A. H. Deute. Ptr Ink 139:93-4+ Ap 21 '27
Should industrial salesmen be compensated for mail orders? K. G. Merrill. Ptr Ink 140: 69-70+ Ag 11 '27
Stop-loss plan in advancing money to salesmen; Frigidaire Detroit branch. D. G. Baird. Sales Management 12:347-8+ F 19 '27
Successful method of compensating industrial salesmen. G. A. Binz. Ptr Ink 137:93+ O 21 '26
These industrial salesmen are asked to develop mail orders. H. T. Potter. Ptr Ink 140:141-2 S 22 '27
This compensation plan evens up salesmen's yearly earnings. D. G. Baird. Sales Management 11:359+ S 4 '26
Training and compensating salesmen in small towns. L. T. White. Am Gas J 124:3-5+ Ja 2 '26
Turning their salesmen loose on price boosted both salaries and lube profits for Quincy Oil. T. B. Eagan. Pet Age 20:26-7 Jl 15 '27
Two-way plan for adding volume. W. E. Blair. System 49:654+ My '26
What makes a salesmen's compensation plan successful? C: W. Hoyt. Sales Management 13:671-2+, 766+ O 15-29 '27
Why we allow our salesmen to raise their own salaries. C. A. Netzhammer. Sales Management 13:659-60+ O 15 '27
See also Salesmen—Bonuses

Sample cases
See Sample cases

Selection
All this wild advertising for salesmen. Sales Management 9:821-2+ D 12 '25
Can mental tests be used in selecting salesmen? H. G. Kenagy. Ptr Ink 140:100+ S 29 '27
Dangers of stealing competitors' salesmen. G. M. Breinig. Ptr Ink 137:89-90+ O 7 '26
Do college graduates make good salesmen? Ptr Ink 137:186-7 N 4 '26
Does it pay to re-hire a salesman? Ptr Ink 136:133-6 S 16 '26
Drawing account or no drawing account? L. B. Williamson. Ptr Ink 137:178+ D 9 '26
Feltman & Curme recruiting plan cuts turnover on sales force. Sales Management 10: 262+ F 20 '26
Good salesman just has to have IT. J. K. MacNeill. Ptr Ink M 15:38+ N '27
Good salesmen can be found most anywhere. A. H. Deute. Ptr Ink 140:156+ S 22 '27
Hiring and training salesmen. W: B. Burruss. Brick & Clay Rec 70:454 Mr 15 '27
How Aluminum cooking utensil company recruits college men. Sales Management 11: 920 N 27 '26
How direct selling firms recruit their sales forces. W. L. White. Adv & Sell 9:23+ Je 15 '27
How I hire salesmen. C. P. Pulliam. Sales Management 10:559-60 Ap 17 '26
How old should a salesman be? Ptr Ink 137: 108 D 9 '26
I follow a ritual when I hire men. A. D. Riley. System 50:599 N '26
Ideal salesman—who is he? H. G. Walker. Am Gas J 124:132 F 13 '26; Same. Dom Eng 114:65-6 F 20 '26; Same cond. Gas Age 57:350 Mr 6 '26
If we insist on brilliant salesmen—must we be content with higher turnover? E. Whitmore. Sales Management 11:342-4 S 4 '26
Invisible partner. A. H. Little. Nation's Business 15:64+ Mr '27
Only salesmen with experience in our line need apply. J. A. Worsham. Ptr Ink 137:17-19 O 14 '26
Picking salesmen for South America. J: R. Robinson. Ptr Ink 136:93-4+ S 23 '26
Pointers from U.S. civil service on hiring salesmen. Ptr Ink 135:177-8+ Ap 22 '26
Procrustean bed for salesmen. W. L. Barnhart. Ptr Ink 134:33-4 Ja 21 '26
Re-hire as well as fire! Calumet policy. K. K. Bell. Ptr Ink M 12:23-4+ Je '26
Salesmen who travel abroad. B. O. Hough. Adv & Sell 9:23-4+ S 7 '27
Selecting salesmen by mental and physical tests. C: W. Hoyt. Sales Management 12: 803-4+ Ap 30 '27
Selecting the salesman to fit the territory. A. H. Deute. Ptr Ink 141:41-2+ O 13 '27
Should a salesman who resigned ever be reemployed? A. H. Deute. Ptr Ink 135:33-4+ Je 17 '26
Suggests plan to stop this wild advertising for salesmen. O. K. Pile. Sales Management 10:31-2 Ja 9 '26
Superstition vs. system in the selection of salesmen. C: W. Hoyt. Sales Management 12:734+ Ap 16 '27
Ten tested methods for reducing salesmen's turnover. E. Whitmore. Sales Management 10:166-8+ F 6 '26
Two contrasting methods of recruiting salesmen. E. Whitmore. Sales Management 11: 978-80+ D 11 '26
Usually there's one in every office. D. M. Hubbard. Ptr Ink 134:33-4+ Mr 4 '26
Wanted: mature salesmen only. D. G. Baird. Sales Management 11:1065-6+ D 25 '26
We locate and develop selling ability within our own organization. J: R. Morton. Sales Management 11:338-40+ S 4 '26
We lowered overhead and reduced turnover when we stopped hiring salesmen in droves. Sales Management 11:193-4 Ag 7 '26
We pick cub salesmen from all departments of our business. C. B. Mathes. Ptr Ink 139: 125-6+ Je 16 '27
What kind of salesmen do you want? A. H. Deute. Ptr Ink 134:73-4+ F 4 '26
What not to consider in sizing up new salesmen. A. H. Deute. Ptr Ink 133:25-6+ D 31 '25
When you are tempted to fire one of the old guards. J: P. Wilder. Sales Management 10:507+ Ap 3 '26
Where do good salesmen come from? E. R. Smith. Ptr Ink 141:26+ O 27 '27
Why I discharge men. Ptr Ink M 14:74+ Ap '27
Why I throw a wet blanket on every applicant for a sales job. F. J. Cummings. Sales Management 9:845 D 12 '25
Why I will not employ junior salesmen. Ptr Ink 136:104+ Ag 26 '26
Why Nortridge stopped trying to compete with exaggerated advertising for salesmen. A. Wolfe. Sales Management 10:178 F 6 '26
Why the transplanted star often fails to make good. A. H. Deute. Ptr Ink 138:77-8+ Ja 27 '27
Your rival's star salesman may be only a nine-day wonder. A. H. Deute. Ptr Ink 140: 148-9+ Jl 7 '27

Training
A. G. A. second annual industrial course for salesmen. Am Gas J 125:247-8 S 11 '26
A.G.A. third course for industrial gas salesmen. Gas Age 60:522+ O 8 '27
Build young men and they will build your business. J: Garth. Sales Management 11: 791-2+ N 13 '26
Building the super-salesman. L. G. Peed. Ptr Ink 137:17-20 N 25 '26
Coaching salesmen by mail. F. S. Phillips. Sales Management 13:651-2+ O 15 '27
Coaching the salesman on his first trip. Ptr Ink M 13:33-4+ O '26
Coal salesmanship. R. Knode. Coal Age 29: 877-8 Je 17 '26
Development of salesmanship in textile industry. V. E. Carroll. Textile World 70: 2537-8 O 30 '26
Getting down to the heart of the turnover problem. H. T. Ott. Sales Management 12: 117-18+ Ja 22 '27

SALESMEN—Training—*Continued*
Hard times; Travelers' insurance company. J. G. Phillips. Sales Management 12:327-8+ F 19 '27
Helping men overcome selling fright. A. H. Deute. Ptr Ink 140:184+ S 15 '27
How American radiator company trains new salesmen. R. C. Hay. Ptr Ink M 13:21-2+ Jl '26
How can we get branch managers to train their salesmen? H. G. Kenagy. Ptr Ink M 12:43-4+ Je '26
How can you use sentiment in handling salesmen? Delco selling plan. H. W. Prior. Ptr Ink M 14:43-4+ Ja '27
How I use the missing link in sales training. G. W. Ellis. Sales Management 12:231-2+ F 5 '27
How Kelvinator tackled the sales training problem. F. J. Kerwin. Sales Management 11:293-4 Ag 21 '26
How Studebaker selects and trains salesmen for the dealer and the corporation. K. A. Metzerott. Ptr Ink 138:88+ Mr 24 '27
How successful salesmen are trained. F. B. Patterson. Forbes 20:19+ Ag 15 '27
How Walworth trains its salesmen. W. C. Mattox. Ptr Ink 136:3-4+ Ag 26 '26
How we make our salesmen more than solicitors; Pacific mutual life insurance company. C. I. D. Moore. System 49:51+ Ja '26
How we taught our men to sell the better grades. C: E. Arnott. Sales Management 10:163+ F 6 '26
Is sales management the answer? F: Black. Inland Ptr 78:753-5 F '27
Is the sales training school a fad or a necessity? F: A. Russell. Sales Management 10: 663-4+ My 1 '26
Just what should a salesmen be taught? H. M. Maxwell. System 50:44-6+ Jl '26
Laboratories for sales; Federal motor truck company. M. L. Pulcher. il Business 8: 14-15+ Ag '27
184 of our salesmen answered 44 questions about selling; American radiator company. R. C. Hay. Ptr Ink 135:49-52 Je 24 '26
Our sales training methods put us on the map; the Coleman lamp company. G. M. Tilford. il Sales Management 12:903-4+ My 14 '27
Plan of educating salesmen through weekly staff conferences. G. T. Aitken. Iron Age 117:1277 My 6 '26
Report of A. G. A. committee on education of salesmen. Am Gas Assn Pro 1925:666-72
Sales jumped—costs dropped, when we learned what we had to sell; Vacuum oil company. C: E. Arnott. Sales Management 9:875-6+ D 26 '25
Salesmen who aren't afraid to soil their hands. L. L. Roddy. Ptr Ink 135:109-10+ Ap 15 '26
School for gas salesmen. Gas J (Lond) sup 5:195-6 S 22 '26
Score-keepers of sales. L. Kellogg. Business 9:16-18+ O '27
Shall we let the veteran salesman train the cub? C: A. Rawson and others. Sales Management 11:841-2+ N 13 '26
Should senior salesmen be trained? R. C. Hay. Ptr Ink 136:109-10+ S 2; 137:57-60+ O 7; 65-6+ O 14 '26
Signs that tell when the cub is ready to sell. F. L. Scott. Adv & Sell 9:23-4+ Ag 24 '27
Simple, but effective plans of training salesmen. J. H. Rabe, jr. Ptr Ink 137:119-20 D 23 '26
Steadying junior salesmen to stand rebuffs. A. L. Townsend. Ptr Ink M 14:126+ My '27
Stepping the pace of today's sales management. H. A. Haring. il Adv & Sell 9:24+ Je 15 '27
Teach salesmen to stand by their guns when under fire. W: H. Zinsser. Ptr Ink 138:141-2 F 24 '27
Teaching the salesman to handle his job. H. G. Kenagy. Ptr Ink M 14:31-2+ Ap '27
Technical training and salesmanship. W: Hole. Gas J (Lond) sup6:58-60; Discussion. 60-2 F 9 '27
Tell your salesmen about costs and selling prices. H. Blauvelt. Ptr Ink 134:33-4+ Ja 14 '26
This manufacturer teaches his industrial salesmen by mail. E. J. Heimer. Ptr Ink 134: 17-20 Ja 7 '26
Training and developing salesmen. C: W. Hoyt. Sales Management 12:1026+ My 28 '27
Training, not time, tells the story of a salesman's success. L. Fleming. Sales Management 13:42+ Jl 9 '27
Training the new man to nail down the order. A. W. Mathis. Sales Management 10:733-4+ My 15 '26
Unique plan for training salesmen. J. H. Reed. Am Gas J 126:531 My 28 '27
We let our salesmen run our factory for a week; Chase plow co. L. W. Chase. il System 51:66 Ja '27
When the salesman turns letter writer. E. J. Heimer. Ptr Ink 136:49-50+ Ag 19 '26
Who is to blame for salesmen who almost make good? Sales Management 10:324-6+ Mr 6 '26
Why a price salesman cannot sell Cyclone fence. J: W. Meaker. Sales Management 11: 627-8+ O 16 '26
Why turnover on the sales force has ceased to be a problem for us. W. Whitmore. Sales Management 10:1001-2+ Je 26 '26
Why we do not send new men out with old salesmen. A. R. Kinne and others. Sales Management 10:555-8+ Ap 17 '26
Why we don't have to hunt for born salesmen. C: E. Steffey. il System 49:802-3+ Je '26

See also Drivers as salesmen; Sales conferences; Sales conventions; Sales management—Letters to salesmen; Sales manuals

SALESMEN, Jobbers'
Best thing we ever did for our jobbers' salesmen. P. Crissey. Sales Management 9: 722+ N 28 '25
Bettering salesmanship in the wholesale grocery business. R. H. Rowe. Ptr Ink M 15:65-6 Ag '27
Contest that won the support of jobbers' salesmen; sales manual questionnaire. H. D. Conklin. Ptr Ink 140:101-2 Ag 25 '27
Dartnell plan for increasing the sales of all the wholesalers in the United States. E. Whitmore. il Sales Management 12:1102-4 Je 11 '27
Frank Trufax's letters to his salesmen. A. J. Newman. Adv & Sell 9:31+ O 5 '27
Getting jobbers' salesmen to push your brand; advertising crushed pineapple. A. H. Deute. Ptr Ink 136:80+ Ag 12 '26
Getting wholesale salesmen to prolong selling seasons. R. Tenk. Ptr Ink 136:41-2+ S 23 '26
How Black & Decker sell their line to jobbers' salesmen. il Sales Management 9:721+ N 28 '25
How twenty-six jobbers pay their salesmen. Sales Management 10:667-8 My 1 '26
How we secure the co-operation of jobbers' salesmen. D. G. Chatard. Ptr Ink 136:172-3 S 23 '26
How Wheeler, Osgood conducted an open house by mail. R. McDaniel. il Sales Management 13:559-60+ O 1 '27
Jobber's order-taking salesman. Ptr Ink M 12:73-4+ My '26
Jobbers' salesman tells why he doesn't push specialties. Ptr Ink 134:133-4+ Ja 7 '26
Jobber's salesmen aid in distribution of dealer helps. A. Sheridan. Ptr Ink M 11:68 D '25
Knack of winning cooperation from jobbers' salesmen. E. W. Sanger. Sales Management 12:309-10+ F 19 '27
Letters the jobber's salesmen will read. J: M. Schlachter. Ptr Ink 138:75-6 Mr 10 '27
Meetings with jobbers' salesmen lead to bigger and better sales. R. Cole. Ptr Ink 136:41-2+ Ag 5 '26
Newer essentials of wholesale selling. A. H. Deute. Ptr Ink M 14:56+ F '27

SALESMEN, Jobbers'—*Continued*
1,000 jobber salesmen take a trip through the factory by mail; Graton & Knight secure jobber co-operation. W. Perry. Ptr Ink 135: 93-4+ Ap 8 '26
Our jobbers' salesmen feel as though they were on our payroll. J. E. McMahon. Ptr Ink 136:17-20 S 16 '26
Sales campaign that wins support of jobber salesmen; On-To-Nela contest. L. P. Moyer. il Ptr Ink M 13:45-6 O '26
Sales school on wheels wins co-operation of jobber salesmen. Ptr Ink 133:100+ D 10 '25
Salesmen or order takers? C: H. Weicensang. Sales Management 10:354+ Mr 6 '26
Six steps in lining up the jobber actually to sell. M. T. Rogers. il Ptr Ink 140:57-8+ Jl 28 '27
Ten ways to secure the jobber's co-operation. Ptr Ink 140:153-4 Jl 14 '27
These letters to jobbers' salesmen don't fight for orders. J. E. McMahon. Ptr Ink 139:198+ Ap 7 '27
Thirty-nine jobber salesmen dissect advertising. B. A. Grimes. Ptr Ink 137:49-50+ D 16 '26
We made things interesting for our jobbers' salesmen and increased our sales by $3,000,000; National lamp works. R. A. Palmer. Sales Management 11:418-20+ S 18 '26
What the modern wholesaler thinks of specialty orders. J: S. McNeal. Ptr Ink 139:3-4+ Je 9 '27
When you write to jobbers' salesmen. B. F. Berfield. Ptr Ink M 13:52+ D '26

Bonuses (manufacturers')

Is the bonus for jobbers' salesmen poor merchandising? K. G. Merrill. Ptr Ink 135:57-8+ Ap 1 '26

SALESMEN, Missionary
Are there too many salesmen? E. R. Masback. Ptr Ink 137:3-4+ N 25 '26
Field for a specialty can be blanketed with a small appropriation; Perfection lawn trimmer. Ptr Ink 136:97-8 Jl 1 '26
Getting dealers to follow up work of missionary salesmen. Ptr Ink 134:136+ Ja 21 '26
Have your missionary men call only on key dealers. J. Calvin. Ptr Ink 136:65-8 S 2 '26
How our twenty-two salesmen work with our jobbers' men; Congress cigar company. W. A. Andruss. Ptr Ink 139:169-70+ My 12 '27
Missionary selling costs too much. A. H. Deute. Ptr Ink 138:69-72 F 3 '27
Missionary selling practices to which jobbers object. J. True. Ptr Ink 136:113-14+ Ag 26 '26
Paying the specialty salesman for results. H. K. Maxwell. Ptr Ink M 15:78+ Jl '27
Reselling the customer to keep him sold. A. H. Deute. Ptr Ink 140:57-8+ S 1 '27
Should industrial salesmen do missionary work? K. G. Merrill. Ptr Ink 139:25-6+ My 26 '27
Skinner macaroni salesmen work jobbers' unsold trade. Ptr Ink 139:64 Je 16 '27
Some experiences with a missionary selling crew. E. K. Mitchel. Ptr Ink 134:17-20 F 4 '26
Ten dealers tell their experiences with missionary men. H. Blauvelt. Ptr Ink 135:92-3+ My 27 '26
What the modern wholesaler thinks of specialty orders. J: S. McNeal. Ptr Ink 139:3-4+ Je 9 '27
Where does service turn into wasted effort? J. Calvin. Ptr Ink 136:125-6+ S 30 '26

SALESMEN, Retail
Boots! boots! boots! a woman buys a pair of shoes. C. E. Vose. Ptr Ink 136:109-10 Jl 8 '26
Clerk and how to build him. G. A. Nichols. Ptr Ink 133:117-20 N 26 '25
How to get a mailing list of retail salespeople. R. Leigh. Ptr Ink 138:117-18+ Ja 13 '27
Masculine stores for feminine buyers—a merchandising paradox. G. S. Muller. Ptr Ink 138:25-6+ Mr 10 '27
Retail clerks, Anaconda, Mont.; labor agreement. Monthly Labor R 23:896-7 O '26
Retail clerks, Chicago; labor agreement. Monthly Labor R 23:158-9 Jl '26
Retail salesman in New Orleans. 43p High school scholarship assn., inc., New Orleans '27
This demonstration gets dealers to improve their methods. J. True. Ptr Ink 138:158+ F 3 '27
Truth-in-advertising needs standard of selling practice. Ptr Ink 140:70+ S 29 '27
Weak links in the selling chain. C: Pelham. Nation's Business 15:58+ S '27

See also Salesmanship, Retail

Bonuses (manufacturers')

Form of co-operation that defeats itself; why chains frown upon manufacturers' efforts to subsidize store employees. Ptr Ink 140: 25-6+ S 8 '27
Hands off our salespeople! J. V. Paxton. Ptr Ink 138:25-6+ Ja 6 '27; Discussion. R. R. Garrison. 138:208+ Ja 27 '27

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WASTE, Utilization of. See Refuse, Utilization of; Salvage (waste, etc.); Waste products

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